

Publicity Dept -

The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

MARCH 14 1964

NOW TO THE ESTABLISHED BENEFITS OF S-M-A POWDER ADD THE ADVANTAGES OF NEW S-M-A LIQUID

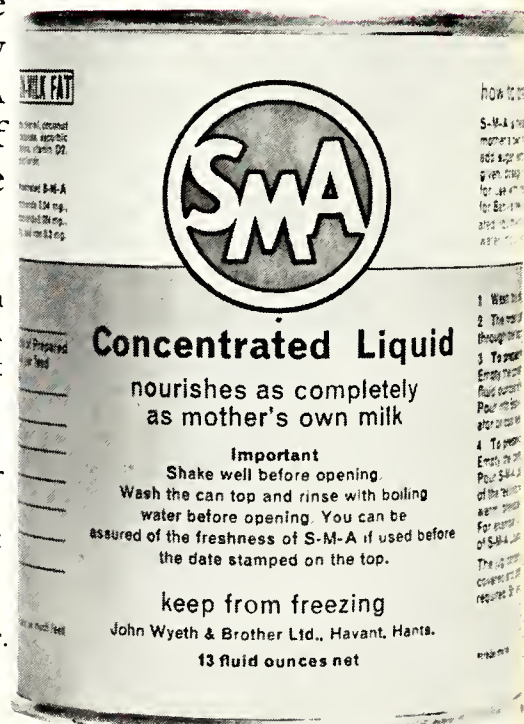
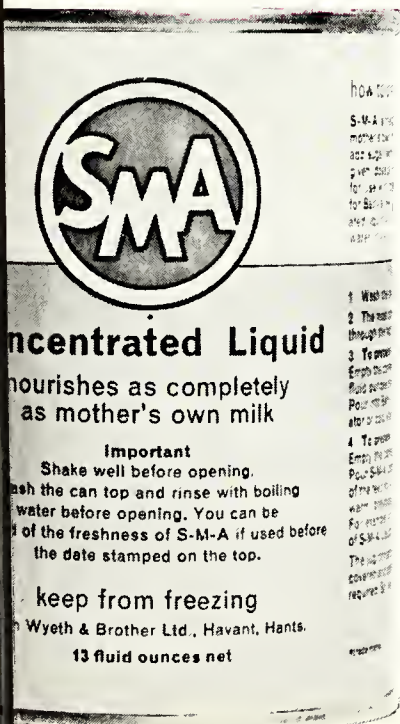
The first fluid baby food designed especially to meet baby's needs. □ Easy to prepare - dilute with an equal quantity of warm, previously boiled water, stir and the feed is ready. □ A whole day's feeds can be prepared at once if required, saving time for busy mothers. □ Wastage and mess are avoided.

*S-M-A liquid is being actively detailed to midwives, health visitors and others interested in your area now, so you can expect it to be in demand. Every tin of S-M-A liquid bought on best terms brings you a profit of 7½d. and this means 7½d. a day for each baby established on an S-M-A liquid routine. Display S-M-A liquid in your pharmacy for increased sales-increased profits.

How to order: S-M-A liquid is available to direct account chemists under the co-operation discount scheme and should be ordered in multiples of 1 case (24 tins).

Alternatively supplies are available from your usual Wholesaler. **Presentation:** S-M-A powder 1 lb. tins selling at 7'9. S-M-A liquid 13 fl. oz. tins selling at 2'2.

John Wyeth & Brother Ltd., Taplow, Maidenhead, Berks. *trade marks



A WORLD-WIDE SERVICE ...

FOR ALKALOIDS *and* FINE CHEMICALS



NAIROBI



In NAIROBI as in many other centres we serve the pharmaceutical industry.

Manufacturers of Aloin, Atropine, Eserine, Ethylmorphine, Extract of Male Fern, Hyoscine, Jalap Resin, Morphine, Pilocarpine, Santonin, Scammony Resin.

Acknowledged world leaders in Opium Alkaloids.

MACFARLAN SMITH LTD

EDINBURGH • LONDON • MONTREAL • SYDNEY • MELBOURNE • WELLINGTON
and agents in 50 other countries

**Stratton
turn
single sales**

**into
several
sales**

When it's profits you're after there's only one thing better than a single sale — and that's several sales in one. Now Stratton matching accessories make it so simple to multiply sales.

When your customer asks for a compact 1, show a matching cigarette case 2, comb 3, lipstick mirror 4, and pillbox 5... You'll find that few can resist the appeal of a complete matching set... especially when the purchase is intended as a present. Show Stratton compacts and you'll make sales. Show Stratton matching accessories as well — and you'll make even more. Stock up right away with Stratton compacts and matching accessories — order from your normal wholesaler.

Stock up with Stratton — they're the compacts with the extras that lift your sales. For extra impact show them on Stratton display stands — they're free! Order now from your usual wholesaler.

Also Manufacturers of Stratton Men's Jewellery.

LAUGHTON & SONS LIMITED, WARSTOCK ROAD, BIRMINGHAM 14.



● **ARE YOU READY FOR THE**

**Stock up now for a
bigger-than-ever demand**

ferrania

THE NATURAL COLOUR

*

Our advertising plans for the spring and summer season are now well advanced; we shall be spending more than ever to help you increase film sales.

Ordering now will ensure early delivery.

FERRANIColor SEASON?



Ferraniacolor DIA 28 (50 ASA) is a new highspeed colour reversal film, balanced for exposure in daylight, electronic flash or blue coated flashbulbs. DIA 28 makes superb transparencies with excellent colour rendering and sharpness of definition. Prices (including processing) 35 mm. (36 exposures) 31/9; 35 mm. (20 exposures) 21/7; 127 roll film 18/8; 120 and 620 roll film 19/10.

color

LM



Ferraniacolor Reversal Cine Film is a fast material with a wide exposure latitude. Speed 15 DIN 25 ASA.

Ferraniacolor Artificial Light Cine Film can capture any indoor scene with the aid of only two 500 w. lamps. Speed 14 DIN 40 ASA.

Prices	8 mm.	25ft. spool	£1. 4. 4
	16 mm.	50ft. spool	£2. 2. 0
	16 mm.	100ft. spool	£3.11. 2

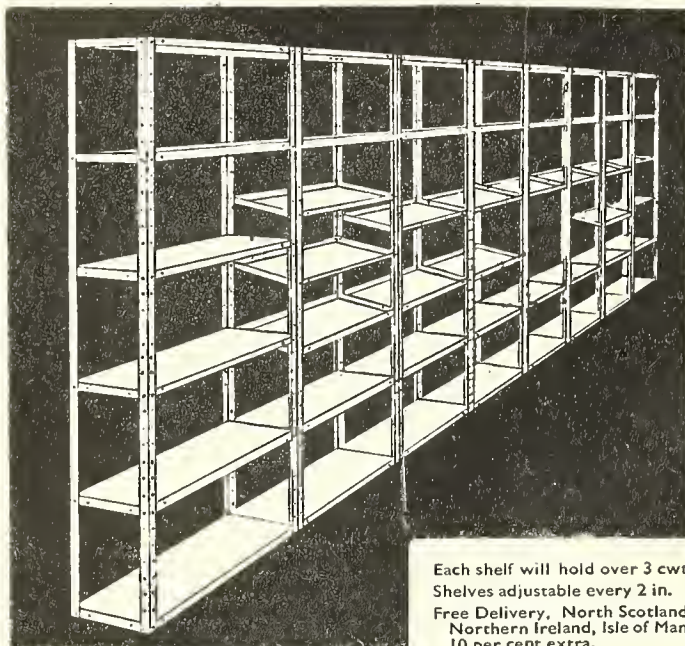
Ferraniacolor 15 DIN Daylight Reversal Film for making colour transparencies. Speed 15 DIN 25 ASA.

Ferraniacolor Artificial Light Reversal Film, similar to the daylight material, but balanced for light sources. Speed 15 DIN 25 ASA. Prices: 35 mm. (36 exposures) 18/5; refills 15/5; 35 mm. (20 exposures) 13/5; refills 10/4; 127 roll film 10/4; 120 and 620 roll film 10/8.

Ferraniacolor N27 a fast colour negative material for producing prints in natural colours. Speed 17 DIN 40 ASA. Prices: 35 mm. (20 exposures) 10/5; 120, 620 and 127 roll film 8/6.

BRAND
NEW**WHITE SHELVING**

ALL STEEL



Each shelf will hold over 3 cwt.
Shelves adjustable every 2 in.
Free Delivery, North Scotland,
Northern Ireland, Isle of Man,
10 per cent extra.

Available IMMEDIATE Delivery 6ft., 7ft. High

Examples			
Height	Width	Depth	
71in. x	34in. x	12in.	6 Shelves 90/-
85in. x	34in. x	12in.	6 Shelves 102/-
85in. x	42in. x	12in.	6 Shelves 129/-
Extra Shelves	34 x 12in.	12/-	42in. x 12in. 16/6

Speedy service and delivery for special sizes made to order.
C.W.O. or C.O.D. Buy direct from the manufacturers.

ROCHDALE METAL PRODUCTS Dept. C.D., Shawclough Works Waterfoot,
Rossendale, Lancs. RS8 5ND 2450

**HONEY IMPORTERS
STOCKISTS****D. J. SCOTT & CO., LTD**

Winchester House • Old Broad St. • London E.C.2 Tel: LON 5129

BURROUGH'S**ABSOLUTE ALCOHOL****JAMES BURROUGH LTD • VAUXHALL ST • LONDON S.E.11****QUEEN**

Non Irritant

BEAUTY PRODUCTS**THE SAFETY FACTOR IN
EVERYDAY MAKE-UP**

Prescribed by the Medical Authorities
for over 20 years as the pure and safe
cosmetic for sensitive skins.

New terms give 33 1/3% discount.

Obtainable from Messrs Sangers Ltd., and
Allied Companies, through your Wholesaler, or
direct from

BOUTALLS CHEMISTS LTD.,
60 Lambs Conduit St. London, W.C.1

**Eye-Catching Sales-Repeating Presentations**

No. B100/4. Hand Painted Miniature glass
bottles in artistically designed window-pack.
Four colours Four fragrances
ROSE — LAVENDER — LILAC — JASMINE

Retails at **6/6** per box.**ABIETSAN**

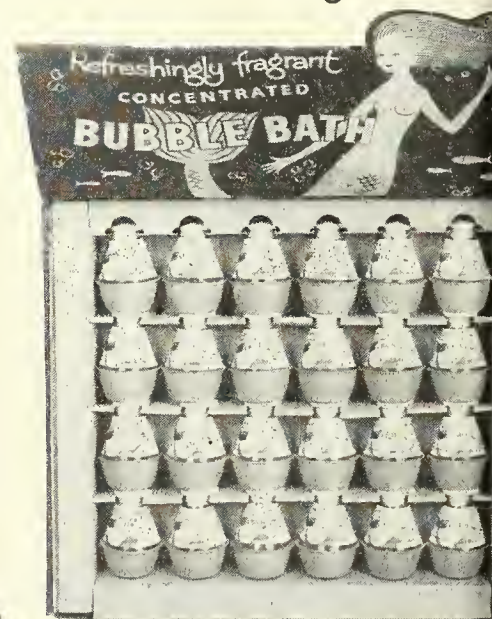
CONCENTRATED

BUBBLE BATH

**Specialists in
Hand Painted
Presentations.**

No. B24.
Plastic
Miniatures

Retails at
1/- each.



Order now from your usual wholesaler or direct from the manufacturers:

THE ABIETSAN MFG. CO., LTD.

CONCORDIA WORKS • CARMICHAEL ROAD • LONDON S.E.25 • ENGLAND

Telephone: ADDiscombe 2261

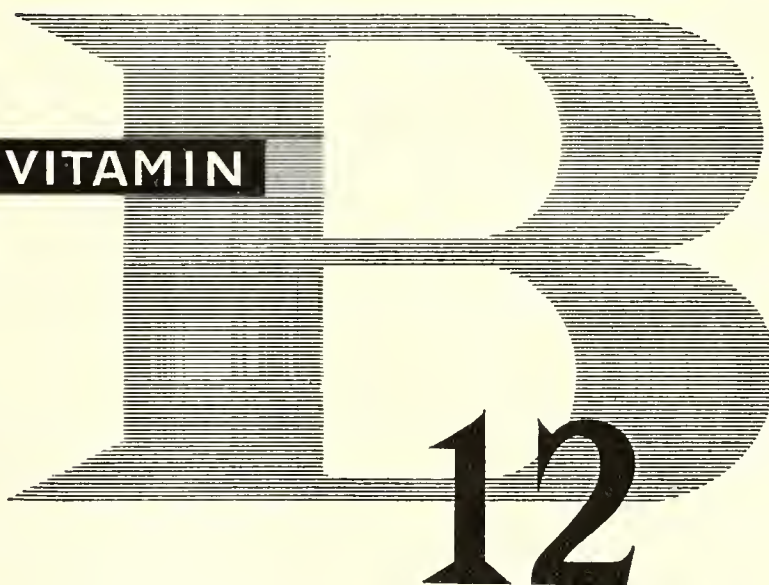
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GLAXO LABORATORIES

Leading producers of **VITAMIN**

OFFER
PURE CRYSTALLINE SUBSTANCE
B₁₂ TRITURATES
B₁₂ SOLIDS



FOR ALL PHARMACEUTICAL PURPOSES

Pure—stable—high biological activity



BULK SALES DEPARTMENT, GLAXO LABORATORIES LTD., GREENFORD, MIDDLESEX. BYRon 3434

Subsidiary Companies or Agents in most countries

I & N **RABIN** LTD

WHOLESALE CHEMISTS

189/190 **SHOREDITCH** HIGH STREET, E.1

*Rabin of Shoreditch advise friends,
customers and suppliers of a change
in their telephone number. The new
number is now:—*

SHOreditch 3411 (15 lines)

*To assist further in our compre-
hensive pharmaceutical service an
automatic recording machine has
been installed.*

Ethicals, drugs, patents, toilets, sundries

RABIN OF SHOREDITCH

THE LEADING NAME IN BUBBLE BATH

André Philippe
LEAD ON!

Prestige Presentation . . .
. . . Fabulous Easter Gift
The Smart Set . . .

COLOGNE EAU DE TOILETTE and BUBBLE BATH SET

Fragrant and Refreshing

No. 27. 54/- per doz. 25% P.T.
Retails 7/11



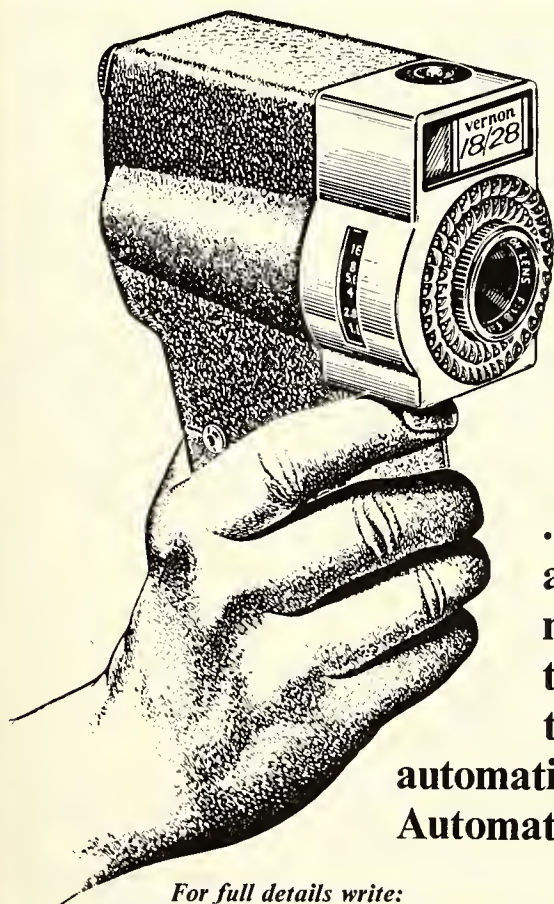
Supplies obtainable direct or through usual wholesalers:

ANDRÉ PHILIPPE LIMITED

71-71B GOWAN AVENUE • FULHAM • LONDON, S.W.6

Tel: RENown 2194/2397

* We shall be pleased
to send you a complete
price list on request



← **THIS**

. . . is the Vernon 18/28 cine camera — an
absolute winner at only £19. 19. 0. Fully auto-
matic exposure control, automatic film wind by
the electric motor, automatically in focus con-
tinually from 5 feet to infinity, film spool
automatically on the correct spindle.

Automatically the best seller for 1964. **£19.19.0**

For full details write:

DEPT. Z17, **PHOTOPIA LTD.**, Newcastle, Staffs. London Showroom, 21 Noel St., Wardour St., W.1.

CAREFUL COLOUR PROCESSING AND PRINTING

- Agfacolor, Ektachrome, Ferraniacolor, Gevacolor, Ilfocolor, Kodacolor — we individually process all kinds of film (except process-paid).
- The newest processing and printing apparatus operated by trained technicians with years of experience.
- Giving you careful, first-class work all the time.
- Speedy delivery—on average, reversal films 24 hours, negative films 48-72 hours.
- Backed by efficient courteous service.
- Years of good work for leading photo-dealers.

INVITATION

Ring or write to Mr. Reece himself for full information.

FENCOLOR

LABORATORY

BOX 47, CAMBRIDGE
TELEPHONE 54507

MEMBER OF THE REECE GROUP
R
A MEMBER OF THE REECE GROUP

STOCK NATRODALE VITAMINS NOW

**Gain Greater Sales
Higher Profit per Sale
Have a Sales-Plus
Factor over other
outlets**

Many medical and nutritional experts — e.g. as a leading Professor of Nutrition expressed in "The Lancet" (June 1963) — believe foods low in nutritional value are linked to the rapidly rising level of heart disease, ulcers, poor teeth, excessive weight and other diseases. There is medical evidence supporting the use of natural vitamins containing the complete nutritional combination that synthetics lack.

Benefits from stocking Natrodale Vitamins:

- 1 Advertising support and promotion to increase demand in a rapidly expanding market.
- 2 Natrodale offer the most comprehensive range of natural vitamins and minerals available.
- *3 TOP PROFIT MARGIN PER SALE.
- 4 For sale from selected stockists only. A sales-plus factor.
- 5 High Quality has built repeat sales; goods available on a sale or return basis.
- 6 Prompt service on all orders

* For complete details write to:

NATURAL PHARMACY PRODUCTS DIVISION
J. I. RODALE & CO. LTD.,
Chestnut Close, Potten End, Berkhamsted,
Hertfordshire

1964

is going to be a GREAT YEAR FOR UNICHEMISTS

New Sundries Department opened at Unichem's Nuneaton Depot

Big plans for further expansion — like the new comprehensive Sundries Department just opened at Nuneaton, serving chemists throughout the Midlands — could well make 1964 Unichem's greatest year yet. Owner pharmacists who feel the growing competition of the multiples and encroachment by supermarkets and grocery chains can enjoy a new sense of security by joining Unichem — founded and wholly controlled by retail chemists for safeguarding the future of private retail pharmacy, and entirely independent in all its wholesale trading of any manufacturing concern. If you haven't yet joined, you could help to make 1964 a great year for yourself . . . a great year for Unichem and all it stands for, by joining now. Send for details TODAY — there's no subscription.

UNICHEM LTD. • CROWN HOUSE • MORDEN • SURREY • CHerrywood 3831

unichem

means collective security for independent chemists

SPARKLING NEW SELLING AIDS FOR THE SUCCESSFUL **HALEX TWIN** & THE SPECIAL **SMOKERS BRUSH**

- Completely new ● Easily displayed ● Eye-catching counter dispensers to boost sales ● The beautifully designed units illustrated are ABSOLUTELY FREE and are available as standard packs of 1 dozen brushes.



HALEX TWIN

The toothbrush which massages gums as it cleans the teeth.

- Harder centre tufts for added cleaning power
- Softer outer tufts provide gentle gum massage
- Twin colour head
- Gay assortment of 4 Twin colour handles
- Retail price 2/6d.

HALEX SMOKERS

- Scientifically shaped tufts of extra stiff polyurethane
- Specially designed to keep smokers' teeth clean and healthy
- Distinctive Ivory White handles
- Retail price 3/-

SPECIAL BONUS OFFER ON **HALEX** TOOTHBRUSHES

15 to the dozen on 12 dozen. 14 to the dozen on 6 dozen. These are the wonderful bonus terms on Halex toothbrushes if you order between January 1st and March 31st, 1964. The terms apply to the full range of Halex toothbrushes which are available in a variety of sales winning FREE counter dispensers.

FREE DISPLAY UNITS · SPECIAL BONUS TERMS · ORDER NOW

BIG BONUS TERMS for **HALEX COMBS**

Hallex offer you big bonus terms on *all* combs ordered between January 1st and March 31st, 1964. 14 to the dozen on 12 dozen. 13 to the dozen on six dozen. And remember the superb range of attractively designed FREE counter dispensers to sell them.



DISPENSER FOR 6 DOZEN NYLON COMBS
Available, the C679 dispenser for 4 dozen nylon combs

C662 COUNTER DISPLAY STAND FOR
6 DOZEN IMPRENE COMBS

THEY'LL SELL ON SIGHT

WITH THESE EXCITING COUNTER DISPLAYS

Hallex combs are always popular. But they're a sell-out as soon as you start displaying them in the wonderful FREE counter dispensers shown here. These robust display units in heavily plated chromium wire are compactly designed to take up the very minimum of counter space.

ALL **HALEX** SELLING AIDS ARE COMPLETELY FREE



THE NAME
THERMOS
 BRAND
 IS YOUR
 GUARANTEE

YOUR GUARANTEE OF SALES!

The dynamic advertising campaign for 1964 has the added punch of full colour! The Campaign will feature the following lines—make sure that you have stocks:— '21' flask, 'Sixteen' range of flasks, '58', '46' and '55' groups of jugs and '707' food jar.



WOMEN'S MAGAZINES

HALF-PAGES IN FULL COLOUR IN WOMAN, WOMAN'S OWN, WOMAN'S REALM and WOMAN'S MIRROR — appearing March, April, May, June, July and August.

NATIONAL PRESS

Advertisements will appear from March through to the end of July in DAILY EXPRESS and DAILY MIRROR.



SPECIAL 'OUTDOOR' MAGAZINES

The campaign that was so successful last year is to be repeated—half-pages in those magazines read by people interested in outdoor activities.

DISPLAY CROWNERS

The attractive and eye-catching 'daisy chain' crowners that link your display with the main advertising campaign are available free of charge. These crowners are designed to fit the '21' and 'Sixteen' flasks and the '58' jug.



16/64 Composite Pack Offer

You get better discounts and bigger profits by ordering the special Composite Pack:

	£	s.	d.
4 x 16½ at 6/6.....	1.	6.	0
14 x 16 at 7/1.....	4.	19.	2
1 x 1616 at 10/9.....	10.	9	
2 x 16Q at 12/6.....	1.	5.	0
1 x 16QH at 13/3.....	13.	3	
4 x 21 at 7/11.....	1.	11.	8
	10.	5.	10

Subject to Discounts of 25% & 5%
 Net £7.6.8 Plus P.T. 15s. 5d.

STANDARD RETAIL DISCOUNTS:—

List prices less 25%
 £10 parcels (£7.10.0) Less extra 5%
 OR £30 parcels (£22.10.0) Less extra 10%

These terms apply to any assortment of Thermos Brand products and components.

**CONTACT YOUR WHOLESALE
 RIGHT AWAY!**

THERMOS LIMITED · BRENTWOOD · ESSEX

The word "THERMOS" is a registered trade mark.

NICHOLAS PRODUCTS LIMITED

ANNOUNCE THE FOLLOWING PRICE REVISIONS
EFFECTIVE FROM MONDAY 16th MARCH, 1964

	RETAIL PRICE (INC. TAX)	TRADE PRICE PER PACK (EX. TAX)	PACK
<u>FIELDS OF BOND STREET</u>			
LADY MANHATTAN			
Perfume: Handbag size	7/6	25/9	1/2 doz
Talcum Powder	4/11	16/11	1/2 doz
SHAVESTICK	10	6/4	1 doz
<u>NICHOLAS TOILETRIES</u>			
TRUGEL	2/11	20/3	1 doz
SHAVEX			
Medium Tube	1/8	12/1	1 doz
Large Tube	2/8	19/5	1 doz
Large Jar	2/8	19/5	1 doz
LEMSKIN			
Medium Tube	1/4	9/5	1 doz
Large Tube	2/2	15/5	1 doz

ANADIN

Trade Mark

Kolynos

Trade Mark

PRICE CHANGES

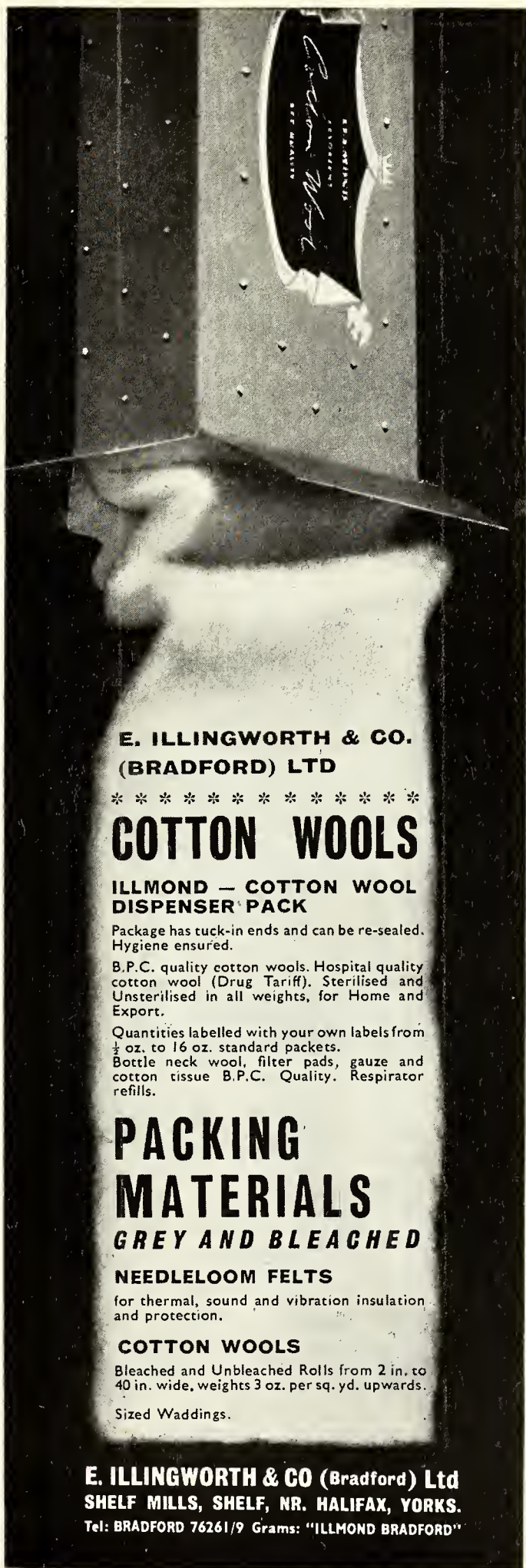
Effective from 9th March, 1964

	Retail Price (incl. P. Tax)	Trade Price per dozen	P. Tax per dozen
'Anadin' Tablets 20s	2/3	17/-	4/3
'Anadin' Tablets 50s	4/3	32/2	8/1
'Anadin' Tablets 100s	7/3	54/11	13/9
'Kolynos' Super White Dental Cream std.	2/3	17/-	4/3
'Kolynos' Super White Dental Cream lge.	3/3	24/7	6/2
'Kolynos' Chlorophyll Toothpaste	2/3	17/-	4/3

6d. 'ANADIN': No change.

'KOLYNOS' FLUORIDE: No change

INTERNATIONAL CHEMICAL COMPANY LTD., 12 Chenies St., London W.C.1



**E. ILLINGWORTH & CO.
(BRADFORD) LTD**

COTTON WOOLS

**ILLMOND — COTTON WOOL
DISPENSER PACK**

Package has tuck-in ends and can be re-sealed.
Hygiene ensured.

B.P.C. quality cotton wools. Hospital quality
cotton wool (Drug Tariff). Sterilised and
Unsterilised in all weights, for Home and
Export.

Quantities labelled with your own labels from
½ oz. to 16 oz. standard packets.
Bottle neck wool, filter pads, gauze and
cotton tissue B.P.C. Quality. Respirator
refills.

**PACKING
MATERIALS**

GREY AND BLEACHED

NEEDLELOOM FELTS

for thermal, sound and vibration insulation
and protection.

COTTON WOOLS

Bleached and Unbleached Rolls from 2 in. to
40 in. wide, weights 3 oz. per sq. yd. upwards.

Sized Waddings.

E. ILLINGWORTH & CO (Bradford) Ltd
SHELF MILLS, SHELF, NR. HALIFAX, YORKS.
Tel: BRADFORD 76261/9 Grams: "ILLMOND BRADFORD"



THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical,
fine chemical, cosmetic, and allied industries

*Official organ of the Pharmaceutical Society of Ireland
and of the Pharmaceutical Society of Northern Ireland*

Volume 181

March 14, 1964

No. 4387

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MORGAN BROTHERS (PUBLISHERS), LTD.,
at 28 Essex Street, Strand, London, W.C.2

Telephone: Central 6565

Telegrams: Chemicus, Estrand, London

MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

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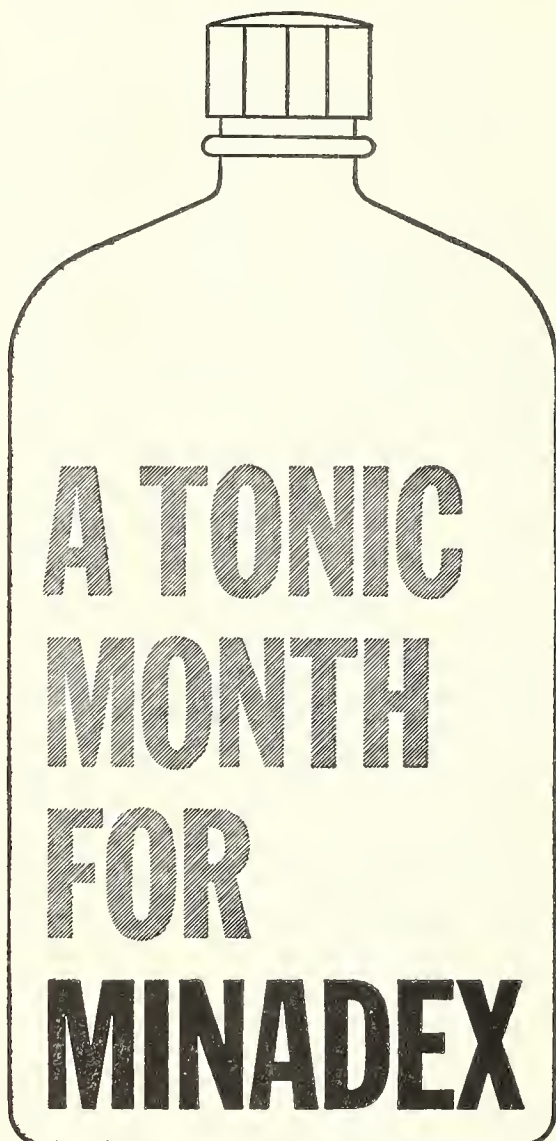
GLASGOW: 160 Nether Auldhouse Road, S.3. Phone: Langside 2679.

LEEDS, 16: 32 Wynford Rise, West Park. Phone: Leeds 67 8438.

WOLVERHAMPTON: 89 Woodland Avenue, Tettenhall Wood.
Phone: Wolverhampton 52301.

ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and Year
Book, £3 10s. Single copies 1s. 3d. each (postage 5d.).



This is the month when children and young people are recovering from their annual crop of colds and 'flu. So this is the month to order, stock and display Minadex.

It is the tonic that many doctors prescribe, and nurses and pharmacists have recommended for over 20 years.

Minadex is an utterly reliable combination of vitamins A and D, iron, glycerophosphates and copper. Children will appreciate its appetising orange flavour and will benefit from their course of Minadex... even its price is a tonic!



In 6 and 12 fl. oz. bottles.
Retail prices 3/- and 5/2.
Order Minadex in these extra-profit parcels:-

Minadex Parcel No. 1:

24 x 6 oz. bottles 48/-.

Minadex Parcel No. 2:

12 x 12 oz. bottles 41/4.

The name Minadex is a trade mark of
Glaxo Laboratories Limited



GLAXO LABORATORIES LIMITED

The CHEMIST AND DRUGGIST

Volume 181

MARCH 14, 1964

No. 4387

Veterinary Names

CODEX COMMITTEE ISSUES FIRST-EVER LIST

FIRST attempt in any country to devise non-proprietary names for veterinary products (comparable with the names devised for products used in human medicine) is embodied in a list of titles just adopted by the British Veterinary Codex Committee.

The Committee undertook the work at the request of the Association of the British Pharmaceutical Industry. The Committee points out that adoption of a non-proprietary name does not necessarily imply that it recommends the use of the substance in veterinary medicine, or that the substance is going to be included in the British Veterinary Codex. If, however, the substance comes to be so included, the intention is that the non-proprietary name shall be the title of the monograph. The list is:—

NON-PROPRIETARY NAME	OTHER NAMES
COUMAPHOS	3-chloro-4-methyl-2-oxo-2H-1-benzopyran-7-yl diethyl phosphorothionate (Asuntol; Bayer 21/199)
CYACETAZIDE	cyanoacethydrazide
DIAVERIDINE	2,4-diamino-5-(3,4-dimethoxybenzyl)-pyrimidine (Darvisul)
DIOXATHION	a mixture consisting essentially of <i>cis</i> - and <i>trans</i> -SS'-1,4-dioxane-2,3-diylbis (OO-diethyl phosphorothiolothionate) (Delnav)
METHYRIDINE	2-(2-methoxyethyl)pyridine (Promintie)
PIPERONYL BUTOXIDE	1-[2-(2-butoxyethoxy)ethoxymethyl]-4,5-methylenedioxy-2-propylbenzene
THIABENDAZOLE	2-(thiazol-4-yl)benzimidazole (Thibenzole)

Requests from manufacturers and other interested persons for the provision of such names should be addressed to the secretary, British Veterinary Codex Revision Committee, Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, London, W.C.1.

Pre-Budget Memoranda

SUGGESTIONS TO THE CHANCELLOR

IN a letter to the Chancellor of the Exchequer calling for the remission of purchase tax on dentifrices in the forthcoming Budget, Mr. R. W. Murphy (chairman, Dentifrice Manufacturers' Section of the London Chamber of Commerce), states that "dental dis-

ease is one of the most common of all kinds of illness and takes up 28 million hours of patients' time in treatment, waiting and travelling." The cost to the taxpayer for the General Dental Service of the National Health Service is upwards of £50 millions a year, whilst the 25 per cent. purchase tax on dentifrices contributes only £2½ millions a year to the Exchequer. Mr. Murphy, in his letter, writes that the dentifrice manufacturers feel that it is highly undesirable to apply a tax which financially discourages the regular hygienic practice of cleaning the teeth. —The United Commercial Travellers' Association has submitted a memorandum to the Chancellor calling for: (a) A reduction in the existing rates of purchase tax and elimination of the many anomalies appertaining to the purchase tax scales; (b) the possibility of changing the "Fiscal year end" and thus the Budget date to the end of the calendar year with the object of avoiding the present "dead period" between January and April which is disastrous in trading; (c) a reduction in the present level of tax on petrol and diesel oil as a contribution towards reducing the cost of living; and (d) an improvement in the earned income allowance on income tax "as a greater incentive for productive effort."

A BOOST IN ONE'S OWN PHARMACY: So great has been the response from pharmaceutical chemists to the Lederle Laboratories' national Press advertisement by the Lederle Laboratories division, Cyanamid of Great Britain, Ltd., Bush House, Aldwych, London, W.C.2, featuring the pharmacist, that the company is now offering easel-backed prints suitable for shop display. "Just Now He's Dispensing Advice!" reads the copy, which stresses the chemist as "the professional rôle of vital link between the diagnosis and correction of disease." One of the first chemists to request the display is seen here with Mr. G. S. Sandles (manager, sales promotion department of the division).



N.H.S. Remuneration

CLAIM ON BEHALF OF CONTRACTORS

A CLAIM for increased National Health Service remuneration has been lodged with the Ministry of Health by the Central N.H.S. (Chemist Contractors) Committee on behalf of chemist contractors in England and Wales. It follows the consideration of a letter from the Minister of Health by the Committee on March 6 and requests "appropriate retrospective adjustments" to January 1962. The Ministry has been asked to reply in time for a report to be made to the conference of Pharmaceutical Committee representatives being held on April 1.

Pharmaceutical Society

REGISTRAR'S REPORT FOR 1963

THE report of the registrar of the Pharmaceutical Society shows that, in the enforcement of the Pharmacy Acts, it was necessary to institute court proceedings in thirty-five cases. Pharmacists were involved in eleven cases, three of which concerned illegal sales "not on prescription." Eight cases concerned sales not made under qualified supervision. Six cases involved corporate bodies (authorised sellers of poisons). Four of them had to do with sales made otherwise than under qualified supervision, one with an illegal sale "not on prescription," and another concerned an unknown person (no poisons register entry). Unqualified traders figured in fourteen cases, and corporate bodies, not authorised sellers of poisons, in four. One unqualified trader was summoned under the Pharmacy and Medicines Act, 1941, and a corporate body, not an authorised seller

of poisons, was charged with an offence under the Pharmacy Act, 1954. Figures given in the report (1962 figures in parenthesis) include: Registered pharmaceutical chemists, 28,963 (28,847), of whom 2,043 (2,055) were Fellows of the Pharmaceutical Society; superintendents to bodies corporate, 4,053 (3,946); authorised sellers of poisons, 14,509 (14,620); branch shops registered, 3,637 (3,824); authorised sellers visited by the Society's inspectors, 8,037 (11,904); listed sellers visited, 499 (460); students registered, 746 (535).

Narcotic Drugs

1964 ESTIMATES

THE Estimated World Requirements of Narcotic Drugs in 1964 (H.M. Stationery Office, price 7s. 6d.) includes the following estimates for the United Kingdom and the Republic of Ireland:—

NARCOTIC	UNITED KINGDOM	IRELAND
	kilos	kilos
Cocaine	110	6
Diacetylmorphine	54	0.275
Hydrocodone	2	0.150
Hydromorphone	5	—
Morphine	17,075	30
Oxycodone	2	0.500
Oxymorphone	1	0.025
Thebaine	—	—
Thebaine	501	—
Anileridine	5	—
Dextromoramide	15	2
Diethylthambutene	7	0.250
Diphenoxylate	15	—
Dipipanone	45	2.500
Levorphanol	2	0.150
Methadone	60	2.500
Normethadone	—	2
Pethidine	1,100	60
Phenadoxone	10	0.100
Phenazocine	1	0.100
Phenoperidine	—	0.010
Codeine	10,100	200
Dihydrocodeine	180	0.600
Ethylmorphine	165	0.750
Pholcodine	550	9

Monopolies and Mergers

ACTION "WHEN PRACTICABLE"

A WHITE Paper (Cmd. 2299, H.M. Stationery Office, price one shilling), published March 5, sets out the Government's plan for improving monopolies legislations and promises new

legislation along those lines "as soon as practicable." Among the proposals are: A Registrar of Monopolies to be appointed to initiate investigations; new enforcement powers to be added to the Monopolies Act; the Monopolies Commission to be increased to 25 members; proposed and recently completed mergers may be investigated by the Monopolies Commission; new legislation to block any loopholes in the Restrictive Trade Practices Act on information agreements, bilateral agreements and agreements redrafted to get round an existing ruling of the court; a new ground of defence allowing parties to plead that agreements do not restrict or deter competition and the Commission to inquire into the supply of services, particularly services relating to goods. The paper is at pains to explain that the proposals together with the action already in motion for the abolishment of resale price maintenance are intended to "stimulate enterprise and efficiency in all sectors of the economy."

Chemists' Retail Sales

BOARD OF TRADE STATISTICS

FIGURES recently issued by the Board of Trade for January reveal the following changes in the sales of chemists' goods:—

	Compared with December 1963	Compared with January 1963
Independent retailers	—32.2	+8
Multiple retailers	—55.5	+7
Co-operative Societies	—40.9	+7

The figures do not allow for receipts under the National Health Service.

Resale Prices Bill

ACTION AT COMMITTEE STAGE URGED

FURTHER approaches to Members of Parliament to press for their support of the inclusion in the Resale Prices Bill of the amendments sought by pharmacy (see p. 254), so soon as the date of the committee stage of the Bill is known, are being urged upon members of the National Pharmaceutical Union. The aim is to ensure that all M.P.s are made fully aware of the

grave concern regarding (i) the absence of an exemption clause for medicines from the Bill and (ii) the ineffectiveness of the proposals in the Bill relating to "loss leaders." The Union points out that the opportunity is the last upon which to get amendments included before the Bill becomes law.

IRISH NEWS

THE NORTH

Rota Systems

PETITION TO HEALTH SERVICES BOARD

COMPULSORY rota arrangements were discussed by the Northern Ireland General Health Services Board at its February meeting in response to a petition from members of a women's institute submitted to the Pharmaceutical Advisory Committee. The petition, which referred to a town in county Antrim, suggested that a rota system would be for the convenience of rural residents who attended doctors' surgeries during evening and had to make a second visit to the town because pharmacies closed at 6 p.m. Although prescriptions were not necessarily urgent, in the patient's view he would benefit from the prompt dispensing. However, the committee felt it to be the doctor's responsibility to endorse prescriptions "urgent" if he so decided and to supply the patient with sufficient medicines to ensure treatment until such time as the patient obtained a supply from the chemist in the ordinary way. No chemist would refuse to dispense an urgent prescription at any time. The secretary to the Board (Mr. G. D. Stewart) reported that in a three-month period 3,000 "urgent" prescriptions had been issued by doctors in Northern Ireland. That was out of a total of 1,318,000, i.e., 2 per cent. A motion by Dr. W. Belford, Ballymoney, to leave matters as they were and get doctors and chemists to come to an arrangement was accepted by seventeen votes to five.

THE REPUBLIC

A P.R.O. for Pharmacy?

DONEGAL CHEMISTS CALL FOR ACTION

THAT a national organiser or public relations officer for pharmacy should be appointed without further delay was unanimously agreed at a meeting of Donegal Chemists' Association held in Stranorlar on February 19, Mr. V. G. McElwee, Dungloe, in the chair. Members were of the opinion that the person appointed should be either a barrister or an accountant and that he should be paid a substantial salary. It was felt that such a step should be a preliminary to the formation of a national or Irish pharmaceutical union, which was considered vital to safeguard and promote the interests of pharmaceutical chemists throughout the Republic. Members also held that the appointed officer should participate in negotiations with the Government in regard to a possible extension of the Health Service. A copy of the resolution is being forwarded for consideration at a meeting of pharmacists to be held in Sligo in the near future.

DRUG TOXICOLOGY SYMPOSIUM

Three-year "probation" urged for all new drugs

EVIDENCE of considerable tightening up of legislation concerning the safety and efficacy of drugs in Europe in recent years was presented at a symposium on drug toxicology held in Moscow, U.S.S.R., February 24-28, by the World Health Organisation regional office for Europe. The measures had been largely prompted by accidents involving drugs.

At the Symposium, which was attended by scientists and public health authorities from nine European countries, proposals were put forward that the supply of all new drugs should be restricted by law to medical prescription for at least three years, and possibly longer. Distinctive labelling of such drugs as "new" would, it was

thought, promote better care in the observation and reporting of untoward reactions.

Self-medication, often encouraged by massive advertising, was regarded as a growing danger and the Symposium urged that all governments should consider the prohibiting of such advertising. Early, exact and complete information on dangerous side effects should be made available to the World Health Organisation so that it could issue immediately to all countries any necessary warning. The present warning system, started in 1963, had limitations due largely to the difficulty of detecting and tracing toxic reactions. To facilitate that task, the use of computers to analyse data was advocated.

NEWS IN BRIEF

A CHAIR of marketing, financed by the Advertising Association, is being set up at London University.

A SYMPOSIUM on "Preservatives and Antioxidants," organised jointly by the Pharmaceutical Society and the Society of Cosmetic Chemists of Great Britain, is being held in London, November 17.

THE Board of Trade has revoked the anti-dumping duty of £3 per ton on ammonium sulphate (other than analytical reagent quality) originating in the Soviet zone of Germany.

COSMETICS and cameras worth over £300 were found in four sacks after raiders, who had apparently been disturbed, fled from the pharmacy of R. G. Silver, Ltd., Market Place, Kettering, Northants, recently.

MR. C. W. Maplethorpe (president, Pharmaceutical Society) has presented to the Society's museum two oak chairs similar to four he donated in 1962. The chairs were formerly in the Plough Court pharmacy of Allen & Hanburys, Ltd.

AN urgent request for tetanus antitoxin made from bovine serum was met recently by the Wellcome Research Laboratories, Beckenham, Kent, after a victim of tetanus at Birmingham children's hospital had been found sensitive to normal antitoxin.

DEVONPORT'S M.P. (Miss Joan Vickers) has agreed to put to the President of the Board of Trade the views of traders in the city of Plymouth on the Resale Prices Bill. Plymouth chemists have put their case for amending the Bill to Plymouth's other Member (Sir Ian Fraser).

THE Council of the Chemical Society has awarded the Corday-Morgan silver medal and prize to Dr. N. Bartlett (associate professor, department of chemistry, University of British Columbia), in consideration of his prediction and discovery of the first stable compounds of an "inert" gas.

APPLICATIONS under section 41 of the Patents Act, 1949, have been made by United Chemicals (London), Ltd., for licences in respect of four following patents held by the Norwich Pharmacal Co. (679,202, 5-nitrofurans derivatives; 735,136, N-(5-nitro-2-furyl) alkylidene-3-amino-2-oxazolidenes; 735,169, 3-amino-2-oxazolidenes, and 765,898, 5-nitro-2-furfural diacetate).

GOLDSTONE Valley Residents' Association, Hove, Sussex, which took the unusual step of advertising for a pharmacy in the pharmaceutical Press (see *C. & D.*, October 26, 1963, p. 445) has achieved its aim. On March 16 a chemist's shop is being opened in the Queen Victoria Avenue shopping parade by H. S. Martin & Co. (a member of the Savory & Moore group). Inquiries were received from all over the country following the advertisement.

LOCAL OFFICERS

PHARMACEUTICAL COMMITTEES

Cheshire.—Secretary, G. S. Knowles, M.P.S., The Central Pharmacy, 63 Market Street, Hoya-lake, Ches.

Reading.—Secretary, Mr. H. Williams, Norscroft, Broadlands Close, Calcot Park, Reading, Berks [change of address].

TOPICAL REFLECTIONS

By Xrayser

Membership

You report on p. 229 that Mr. John Hall, M.P., was given leave to introduce a Bill, the purpose of which was to amend the Pharmacy Act, 1954. The principal clause of the Bill seeks to amend Section 14, which states: "Every person whose name is registered shall, by virtue of the registration, be a member of the Society, and shall, on his name ceasing to be registered, cease to be a member of the Society." In stating his case, Mr. Hall said that the amendment he sought would allow for the registration of pharmacists who had conscientious objections based on religious grounds to being forced to belong to the Pharmaceutical Society. In other words, what Mr. Hall appears to be seeking is a separation of registration from membership. Mr. Hall went on to say that he "wanted to make it clear that comparatively few pharmacists are affected by Section 14 of the Act as it now stands." That remark surprises me, for surely all registered pharmacists are so affected. If he intended to convey that there are comparatively few who are affected because of their religious objection to membership, that is another question altogether, and it seems to me that the principle involved is not affected in any way by whether there are few or many. Does he intend that the Act should carry a specific reference to one named religious group? Or merely a general reference to conscientious objection on religious grounds? Or simply an amendment to Section 14 of the Act which would completely separate registration and membership? Mr. Hall is reported as having said that the amendment merely gave those who did not want to be forced to become members of the Society, as opposed to being registered as pharmaceutical chemists, an opportunity to opt out of that provision. He also said that the Society accepted the principle of the proposed amending Bill, which is due to be read for the second time on March 20. I hope that in the intervening period we shall be afforded the opportunity of examining the details, and that the Society will make a statement indicating the form the amendment is to take and how widespread its effects may be. The Society, through its Council and its membership, exercises disciplinary control in matters which are not bound up in registration. We must know what is involved.

Averages

Where pharmacy is concerned there appears to be no limit to the work of the statisticians, and the law of averages has never been far away in the pharmacist's dealings with Government. It appears from your news item on p. 225 that chemist contractors in Scotland are now to be subjected to still another form of the same medicine. Some of the drugs prescribed on EC10 forms are subject to purchase tax, which is payable to the manufacturer or wholesaler on each item so affected. It seems reasonable to expect that such outlay by the contractor will be reimbursed with the same scrupulous accuracy with which it is collected, for in each case Government departments are concerned. Now, it seems, reimbursement of the tax is to be made by adding an amount equal to eight-ninths of the purchase tax to the basic ingredient cost of all drugs that bear such tax and paying oncost allowance on the total sum. Comment was made in this column only last week on the statistical research involved in collecting data from prescriptions to ascertain the number of times and in what form the thiazide derivatives were prescribed. It looks as though further labour may now be set free for that task at the expense of accuracy in pricing prescriptions. Yet complete accuracy is demanded in contractors' dispensing.

Training

The reminiscences of Mr. H. Humphreys Jones (p. 240), presented to an evening meeting in London, contained the interesting observation that there is no better training ground for any man or woman than behind a chemist's counter, where they come into direct contact with people of all ages and every walk of life. From one of such long experience the view is of great value. The training today results in contact not being established until later; the trainee has more knowledge, but may be less pliant.

Injectable Products Under Analysis

REPORT ON A SURVEY OF THEIR QUALITY

THE need for much greater care on the part of some pharmaceutical manufacturers in the preparation of injections is indicated in a report by MR. F. G. STOCK (research chemist, Birmingham Analytical Laboratories) published on March 11. The report is based on the investigation of about 220 samples of commercial injectable products (standard and proprietary) and is claimed to be the first survey of its kind ever undertaken in Britain. One of the author's main conclusions is that "the pharmaceutical industry would be well advised to review its methods of quality control of these preparations." With a review of medicine legislation already in hand, Mr. Stock hopes the report may serve to emphasise the urgent need for reform. The report is here given in an abridged version:—

WE examined eighty different preparations from thirty-seven manufacturers; and certain broad conclusions emerged as a result. It is comforting that at least one standard drug manufacturer gave no cause for complaint; we examined twenty-nine samples of that firm's injections (the largest number of samples from one manufacturer) in an endeavour to fault them once, but failed to do so. That shows that one manufacturer at least can efficiently handle the preparation of injections, and therefore it is not unreasonable to expect other firms to do likewise.

Four Main Categories

Examination of injections may be broadly divided into four categories:—

Determination of actual drugs content by chemical assay. Tests for conformity with other requirements, such as pH, that may have an important bearing on questions of stability.

Specific requirements for the volume of an injection in a single-dose container, which requires the inclusion of a clearly defined "overage" to enable the physician to withdraw the full dose; this minimum volume is therefore important for adequate dosage. Official books of standards also specify a maximum volume, presumably to avoid injection of the total contents resulting in overdosage. We did encounter ampoules containing more than the maximum allowed. To avoid possibility of overdosage it would seem advisable for manufacturers to keep rigidly to the prescribed limits. For injections required to be made up immediately before use, there are specific acceptable variations for the weights of drugs contained in the ampoules.

The United States Pharmacopoeia requires that every care be exercised to prevent contamination. Good pharmaceutical practice requires also that each injection, in its final container, should be subjected individually to a physical inspection whenever the construction of the container permits. The British Pharmacopoeia has avoided such a statement but covers the situation in its general notices when defining official standards: "The requirements are not framed to

provide against all possible impurities. It is not to be presumed, for example, that an unusual impurity is tolerated which is not precluded by the prescribed tests should rational considerations require that it be absent." That statement is sufficient authority to require a reasonable standard for clarity of injections. I am convinced that future pharmacopœias must make a more positive approach to the question of clarity, and clearly demonstrate to the industry its concern with the problem.

Sterility testing — undertaken for us by Dr. Sandiford, Director of the Public Health Laboratory. There were no complaints of lack of sterility in any of the products submitted.

Standard and Proprietary Products

We list in the statement the many standard preparations examined. Proprietary injections comprised about a quarter of the total samples. We examined drugs used as cardiac and respiratory stimulants, narcotic antagonists, tranquillisers, spinal anaesthetics, etc. Most are in everyday use, others less popular. We consulted catalogues of different manufacturers and ordered representative selections of products through a third party. Random selections obtained from wholesalers included a selection of proprietaries.

Few deficiencies in drug content were found in proprietary preparations. A major difficulty in the formulation of injections is that they are frequently simple dilute solutions in water and therefore liable to deterioration. For that reason the Pharmacopœia often requires the drug to be ampouled in dry sterile form, with water added immediately before injection. However, a considerable demand for a solution of phenobarbitone sodium ready for immediate use led one manufacturer to market a preparation formulated with another solvent in which it was claimed stable. We confirmed that, but examination of comparable products of three other firms yielded results that were not so satisfactory. The product of one company was clear, but the batch examined showed a deficiency of 12 per cent.; the firm reassayed their file sample, which proved to be 9 per cent. deficient. Our analysis of that sample agreed. As the batch originally assayed at 105 per cent., there had obviously been deterioration. The company immediately recalled the batch.

We were more disturbed by the products of two other makers, observing a crystalline deposit of phenobarbitone in each of over 100 ampoules examined. That raises the question whether the quality of an original proprietary preparation is necessarily superior to that of its imitations. A similar example was afforded by our examinations of cyanocobalamin; the Pharmacopœia requires a close control of its pH and material examined from the originators of the product was entirely satisfactory. Another company produced a product with a pH significantly outside the permitted limits, and

that applied to all samples of every batch and every strength examined. The company recalled all supplies.

In a batch of sulphadimidine injection examined, contact of the alkaline contents with the glass had produced a sediment. From the batch number it appeared that the batch was about two years old. Though sulphonamides have been largely superseded by antibiotics, for certain cases antibiotics are useless and sulpha drugs may be effective. In such a case full potency is vital. Are we to accept that patients requiring less frequently used drugs must run the hazards of deterioration?

A batch of ampoules of ascorbic acid was 20 per cent. deficient in the active ingredient, and the ampoules exploded violently on opening (probably due to faulty formulation resulting in deterioration). Another batch from the same company was entirely satisfactory. A faulty sealing was found in ampoules containing papaveretum; the majority of the batch clearly showed the sealing to be faulty and in a number of ampoules a white deposit of drug was observed on the tip of the ampoule. The manufacturer was informed and the batch withdrawn, the manufacturer agreeing to be more careful with his inspection procedure in future.

To illustrate difficulties encountered by hospital group purchasing committees, we examined a random selection of six items from each of two manufacturers specialising in supplying hospitals. The prices quoted were highly competitive. With the products of one manufacturer we encountered failures to conform with pH requirements and deficiencies in cyanocobalamin ampoules. Ampoules of folic acid were found 10 per cent. deficient. All were labelled with the term "c.c.", whereas the B.P. requires "mls." One injection of nikethamide was labelled "25% mgm."! Another firm had calcium gluconate injection labels correctly declaring the name and percentage of an added stabiliser, as required by the Pharmacopœia, but another batch omitted that information from the label. The firm supplied the samples to the Birmingham and Midland Hospitals Pharmacy Committee as examples of their production! Ampoules of adrenaline in oil proved on analysis to contain no adrenaline.

Short Measure

Volumes of injections in single-dose containers caused a number of complaints. One standard drug manufacturer (already mentioned) accounted for twenty-nine faultless samples, whereas another had four unsatisfactory samples in nine examined. They were not cases of deliberate short measure, as some samples were well within the required limits; the impression made was of carelessness. We also encountered the problem in the proprietary field, the worst individual ampoule being 15 per cent. deficient of the nominal volume of noradrenaline instead of containing 7 per cent. in excess of it.

Clarity of injections is difficult to assess. The value of our results is that they are comparative for the products examined. Perfection is not a practical possibility and we considered a reasonable standard to be a rejection rate of about 10 per cent. Rejection rates varied from some 5 per cent. to over 50 per cent. Five companies (manufacturers of over 1,000 ampoules examined) produced a rejection rate in the 5-10 per cent. region; another firm's ampoules (400 were examined) gave a rejection rate of nearer 30 per cent.; one maker's rejected products exceeded 40 per cent.; another's 50 per cent. It was apparent that certain injections are prone to lack of clarity; and sometimes the expertise of a particular manufacturer overcame the difficulties involved (that was apparent with dextrose injections, which the B.P. requires to be "clear"). Another was noradrenaline injection, which is liable to precipitation, and here is a good case for date-stamping. Twenty proprietary preparations gave a rejection rate of some 5 to 10 per cent. (the same level as the good standard drug manufacturers), but a group of six preparations from six different manufacturers gave a rate in excess of 50 per cent.—due either to poor manufacture or to inherent difficulties in the preparations.

Anæsthetics in Ampoules

Anæsthetics caused concern. Lignocaine has an official B.P. monograph requiring the declaration of content in terms of lignocaine hydrochloride monohydrate. We found manufacturers who made preparations, not claimed to be official, with declarations in terms of anhydrous material or even of base. That means that the normal 2 per cent. solution, often labelled in large figures as such, may exist as a solution around 5 per cent. stronger if it contains anhydrous material and in excess of 20 per cent. stronger if it contains the base. That situation is unsatisfactory, as dental surgeons may be unaware that some nominal 2 per cent. solutions are in fact 20 per cent. stronger than others. Comparison of a particular proprietary preparation with a standard preparation could lead a dental surgeon to believe that the former was superior, without being aware that it contained more drug. A more serious problem arose with thiopentone, three makes of which are in common use. That manufactured by one company gave no cause for complaint, as did the product of another firm (except for one batch which failed to comply with official requirements for the mean weight of contents). The firm examined their file samples and confirmed our findings, immediately withdrawing the batch. The third manufacturer consistently produced ampoules with a mean content nearer to 550 mgm. than the correct 500 mgm. and, on occasions, individual ampoules exceeded 590 mgm.—a tendency that could in use give the impression that the product was superior to other brands. Such variations are intolerable.

An examination was made of disposable syringes containing injections filled under pressure of an inert gas and intended for immediate injection. One

presentation of injection of atropine declared nominal 1-mil ampoules to contain 1.1 mil. We found they contained 1.090-1.221 mils. To estimate the actual volume injected from such syringes, we injected the contents into an orange and found it to be anything from somewhat under 1 mil to approximately 1.1 mil. Another firm offered an ampoule of an antibiotic that was found to deliver anything from 4.16 to 4.40 mils. More stringent control is required to ensure that the nominal volume is in fact injected. On occasion a possible 10 per cent. allowance in the official assay for percentage content, plus a now possible 10 per cent. variation in volume injected, may result in an overdose of 20 per cent.

On the issues involved in new legislation for quality control of drugs, I have for some time advocated the need for inspection and licensing of drug houses. That must be a cardinal point of any new legislation. This latest investigation clearly shows that companies that would have been unhesitatingly licensed occasionally produce unsatisfactory material. Therefore it would be necessary periodically to sample selections of all manufacturers' products. Deterioration presents a different problem and must involve sampling at the point of usage, i.e. (the retail pharmacy or hospital dispensary).

Hence, it should be necessary for the inspectors of any new drug authority to have access to any point in the chain of distribution.

For years retail pharmacists have been subjected to the indignity of the Ministry of Health's testing scheme; if it is thought desirable to check the professional competence of pharmacists, I believe it right that such control should be in the hands of their professional body, the Pharmaceutical Society, the inspectors taking over the function of the present testing scheme in so far as it affects the professional supervision of the pharmacist. They would be responsible for checking extemporaneously prepared medicines for accuracy of composition; dispensed prescriptions for correct number, identity and strength of tablets, etc.; and the suitability of premises for dispensing purposes. However the Society, with its sectional interests, must not be responsible for the quality control of drugs. In the interests of consumers that must clearly rest with an independent central body or authority, whose inspectors must have full powers to act at any point in the chain of drug manufacture and distribution. Furthermore, it will be essential for such an authority to have central or regional laboratories under public control for the examinations of samples taken by its inspectors.

FLAWS IN PRICES BILL

P.A.T.A. president (Mr. H. G. Moss) writes to his M.P.

MR. H. G. MOSS (president, Proprietary Articles Trade Association) has asserted in a letter to his M.P. (Sir William Robson Brown) that the Government's Resale Prices Bill affords no protection to the private trader against the supermarkets, departmental or chain stores. "To drive a coach and horses" through clause 3 (which purports to deal with "loss leaders") will, he believes, be simple. First, the big stores will buy their supplies (on quantity terms or with discounts) thus purchasing at a cost well below that of the private trader. To avoid the possibility of legal action being taken against them by the manufacturer "they could then add a few coppers to their costs, thus offering the articles at a price impossible of being equated by the private trader—a 'loss leader' in practice if not in theory." Secondly, the exemption in clause 3 permitting "seasonal or clearance" sales presents in effect a blank cheque to cut-price traders, who may treat every "loss leader" operation as a "seasonal or clearance" offer. Finally, any power given to manufacturers to cut off supplies to traders who "loss lead" their lines would be nullified by such traders' power to obtain supplies through third parties (who might be impossible to trace). Mr. Moss told Sir William that, when he was in the United States about twelve years ago, soon after resale price maintenance had been made illegal there, he had seen at first hand what took place. "The big stores were offering radios, televisions, washing machines and countless other branded articles at prices below what the independent retailer could buy at and yet, at the end of that year, showed profits

bigger than ever before. The reason was, of course, that they had made up the loss tenfold on other merchandise in unbranded fields, and the public had been completely deceived. But in the meantime, many independent retailers of the branded lines were out of business." The McGuire Amendment, passed about three years later in an attempt to rectify the position, had failed, and another Bill was now before the Senate. In Canada the Government, after banning R.P.M., had had to introduce amending legislation.



EGYPTIAN VISITORS: Pharmacists and doctors on a purchasing mission from the Egyptian Armed Forces visited the Wellcome Chemical Works and Wellcome Building recently. Examining a display on bilharzia in the Wellcome Museum of Medical Science are pharmacists Drs. M. E. Siwify, M. A. Haseib and Y. Faik.

Suggested Amendments to Prices Bill

JOINT MEMORANDUM BY PROFESSIONAL AND TRADE BODIES

THE Pharmaceutical Society of Great Britain, National Pharmaceutical Union, Company Chemists Association, Proprietary Articles Trade Association and Proprietary Association of Great Britain have together consulted counsel about the amendments that should be included at the Committee stage of the Resale Prices Bill. A memorandum setting out the terms of the amendments, clause by clause, has been submitted to Members of Parliament. The following details are abstracted from the memorandum (for text of the Bill see *C. & D.*, February 29, p. 218).

The provisions of clause 2, when read with Clause 4 (4) could cause any supplier to hesitate over withholding supplies from a price cutter. In the public interest, suppliers of medicines and other medical goods ought not feel constrained to supply such goods to an unsuitable outlet. It is suggested therefore that such goods should be exempted from the provisions of the clause. Suggested amendments are to insert new subclause:—

It shall not be unlawful by virtue of this section for a supplier to withhold supplies of any drug, or any substance recommended as a medicine, or any medical or surgical appliance from a dealer who is not an authorised seller of poisons.

and to give "substance recommended as a medicine" the same meaning as in the Pharmacy and Medicines Act, 1941; and "authorised seller of poisons" the same meaning as in the Pharmacy and Poisons Act, 1933.

The clause providing that a supplier of goods is to be treated as withholding supplies from a dealer if he refuses to supply those goods to the dealer except at prices, or on terms, significantly less favourable than those available to other dealers is regarded as imprecise. Suggested amendment is to insert after "circumstances" the words "having regard to the volume of business, location of the supplier and the dealer, and any other relevant circumstances."

"Loss Leaders"

The provisions of the clause dealing with "loss leaders" are regarded as apt to catch only that type of loss leading which involves selling at or below the net cost of the goods themselves to the dealer, the type least likely to be encountered. . . . The scope of the clause requires to be widened to cover loss leading in general and, to give an adequate remedy, the practice of loss leading should be made unlawful. The amendment suggested is to omit all words after "It shall" and insert "be unlawful for any dealer to engage in loss leading," adding that, for the purposes of the Act loss leading means the resale (otherwise than at *bona fide* seasonal or clearance sales) of any goods not for the purpose of making a profit on such resale but for the purpose of advertisement or for the purpose of attracting customers in the hope of selling other goods to them. Other suggested additions are:—

For the purposes of this Act a dealer who has resold any goods by retail at a price below the manufacturer's wholesale or recommended wholesale price for such goods before deduction of any discount allowed for quantity

purchases shall be treated as having engaged in loss leading in respect of those goods.

It shall not be unlawful by virtue of Section 2 of this Act for a supplier to withhold supplies of any goods from a dealer, or to cause or procure another supplier to do so, if he has reasonable cause to believe either that within the previous twelve months the dealer, or any person to whom the dealer supplies goods, has engaged in loss leading in respect of goods of the same or a similar description, or that, if such goods were supplied, the dealer or any person supplied by him would be likely to engage in loss leading in respect of them.

For the purposes of this section, a seasonal or clearance sale shall not be treated as a *bona fide* seasonal or clearance sale in relation to any goods which have been acquired by the dealer concerned for the purpose of being sold at such seasonal or clearance sale.

Choice of Outlet

Suppliers of goods, it is represented, may reasonably wish to choose or to limit their retail outlets. So far as dealers who are not price-cutters are concerned, the Bill leaves the suppliers' freedom in those respects unfettered, but, by reason of the provisions of clause 4 (4) (a), a supplier who refused a price-cutter would be exposed to a risk of legal proceedings, in which he would have to prove that he had not withheld supplies on the ground of actual or anticipated price-cutting. . . . The amendment suggested is to omit the words "or was supplying goods of the same description to other dealers carrying on business in similar circumstances."

The "gateways" provided in Clause 5 are held to be narrow and technical, the Court not being allowed to look at the interests of retailers and their employees. The Court should be free to do justice not merely to one class but to all. The amendment suggested is to omit all words after "goods" in line 3 and insert:—

"of any class shall be exempted goods may be made by the Restrictive Practices Court if it appears to the Court that in default of a system of maintained minimum resale prices applicable to those goods:—

- (a) substantial detriment would be likely to result to purchasers, consumers or users of those goods or any other goods or to those engaged either as principals or employees in the manufacture or distribution of those goods; or
- (b) other substantial detriment to the public interest would be likely to result; and
- (c) in either case that such detriments outweigh any other detriments likely to result from the maintenance of minimum resale prices in respect of the goods."

Even if that approach is not acceptable, the present provisions are held too narrow to enable the Court to reach a decision on a proper balance of the interests of consumers. Section 21 of the Restrictive Trade Practices Act, 1956, takes account of "purchasers, consumers or users" and there seems no sound reason for departing from that formula. The suggested amendments are to insert "purchasers" before "consumers" and to insert "purchasing" after "persons."

In order that, in appropriate cases, the public should be protected against a substantial reduction in the number of suitable or specialist establishments, it is desirable that subparagraph (b) of subclause (2) should be widened to include the test of suitability.

"PHARMACISTS provide essential profes-

sional services to the community. Other shopkeepers can, if they must, reduce prices to meet competition, at the same time reducing their standards of service and thus, to some extent at least, preserving the overall profitability of their businesses. The pharmacist cannot do this: he is bound, if he continues in business, to maintain his standards of service unimpaired. He is therefore exposed to the risk of serious hardship from the ending of price maintenance on goods which form part of his customary business. Other dealers, not providing pharmaceutical services, might well cut prices on selected lines of those goods. These would then cease to be profitable to him, but he would have to maintain the standard of his services despite the overall profitability of his business having been reduced. In other words he would be squeezed between the public's need for his services and the public's desire for a bargain. The Act contains no provision for enabling the Court to take this potential injustice into account."

The suggested amendment is to insert a new subparagraph:—

the maintenance by dealers accustomed to deal in the goods of standards of service actually provided (whether in relation to the goods or any other goods) and necessary in the public interest would result in serious hardship to a substantial proportion of those dealers.

"AN allied consideration is that the sale of certain goods, such as drugs, through outlets which might be encouraged to deal in them if they were not price maintained, might be calculated to lead to their misuse by the public. . . . The Bill should contain a provision to enable the Restrictive Practices Court to safeguard the public interest where likelihood of such misuse can be shown.

"IN subparagraph (b) of Clause 5 (2), the words 'necessary services,' and their definition in Clause 5 (3), seem unduly restrictive."

Suggested amendments are to leave out in subparagraph (b) of Clause 5 (2) the word "necessary" and in Clause 5 (3), leave out the word "necessary" and in lines 30 and 31 leave out "reasonably necessary for the benefit of" insert "advantageous to."

Court's Powers

"It is desirable that it should be made clear that the Court is empowered to grant exemption for goods of any description comprised in a class referred to it, and need not refuse exemption to all goods in the class merely because a case for exemption is not made out in respect of all of them.

The amendments suggested are in subclause (1) to insert after the words "by order direct that goods of any class" the words "or any goods" and after subclause 5 (3) to insert:—

An order under this section may be made by the Restrictive Practices Court subject to such conditions as the Court thinks fit; and in weighing detriments under the provisions of subsection (2) of this section the Court may take account of any conditions which by virtue of this subsection it might impose.

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Trimetts

IMPORTANT ANNOUNCEMENT

Effective from Monday 23rd March 1964

TRIMETTS PRICE CHANGE

NEW RETAIL PRICE

4/1 per pack

NEW TRADE PRICE

36/9 per dozen

SPECIAL OFFER!

On all orders received up to and including 20th March, 1964.

BUY at
current trade price
35/3 per dozen

SELL at new
retail price from 23rd March
49/- per dozen

PROFIT

13/9 PER DOZEN (PLUS QUANTITY DISCOUNTS)

All orders qualify for seasonal bonus scheme
See our representative for details

"CLAUSE 6 enables a notice to be given only in relation to goods of a description which are being price-maintained within four months after the passing of the Act. It follows that new goods manufactured after that period cannot be brought before the Court to obtain an exemption order. Nor can a description of goods which was not being price maintained within the period, notwithstanding that, owing to a change of circumstances, the suppliers subsequently wish to impose resale price maintenance. The anomaly should be remedied.

Subclause (4) gives the Registrar a complete discretion to settle classes of goods for the purpose of references to the Court, placing too much power in the

hands of the Registrar. The exercise of his discretion ought to be subject to appeal to the Court."

Amendments suggested are to insert after subclause (1) the following new subclauses:—

Such a notice as is mentioned in the preceding subsection may be given at any time after the expiry of the period therein limited in respect of any description of goods which was not being supplied within that period, or if supplied within that period in regard to which no notice was given under subsection (1), and such notice may be given by any supplier who supplies goods of that description or any trade association

whose members consist of or include such suppliers.

and to insert in subclause (2), as presently numbered, the following before the words "until the Court":—

(where a notice has been duly given under subsection (1) of this section).

at the end of subclause (4) insert:—

Provided that on a reference of any class of goods, any supplier or trade association by whom a notice has been duly given under this section may apply to the Court for the inclusion in, or exclusion from, the class referred of goods of a description in respect of which a notice under this section has been given by such supplier or trade association, and the Court on such application may if it thinks fit amend the reference by the inclusion or exclusion of goods of that description.

If R.P.M. is Abolished

N.P.U. COMMITTEE CONSIDERS LIKELY EFFECTS

A SMALL committee of the N.P.U. has considered objectively what the likely effects on retail pharmacy would be if resale price maintenance were abolished. The following has been taken from the report.

1. The number of pharmacies in Great Britain had fallen from 15,302 in 1955 to 14,620 in 1962, the average net loss per annum over the years 1955 to 1962 being ninety-seven pharmacies a year.

2. The 1961 Census of Distribution showed that 22.9 per cent. (3,350*) of all retail pharmacies in Great Britain had an annual turnover of less than £10,000 per annum; 46.8 per cent. (6,840*) had a turnover of between £10,000 and £20,000 and the remainder had a turnover of more than £20,000. A typical pharmacy in the £10,000 to £20,000 range was taken as an example and estimates made of the effect on that pharmacy (a quite economic distribution unit at present) of the abolition of R.P.M.

3. The gross profit percentage rate for the smaller pharmacy has fallen from 30.6 per cent. in 1950 to 28.0 per cent. in 1961 (1961 Census of Distribution). Therefore R.P.M. in retail pharmacy had *not* led to an increase in gross profit margins. Since 1961 the gross profit margin in retail pharmacy had been further lowered, due to the imposition of the sliding scale rate of oncost for N.H.S. dispensing in November 1961. Recent accounts indicated that the average percentage gross profit for the size of pharmacy chosen as an example was now about 27 per cent.

4. The average pharmacy derived one-third of its turnover from N.H.S. dispensing and two-thirds from counter sales.

5. In a typical pharmacy of the type chosen the breakdown of counter turnover in percentages was as follows:—

Baby, 5; medicines, 33; sundries, 18; toiletries, 30; fancy goods, 2; photographic, 9 and miscellaneous, 3.

6. It was estimated that, in practice, 60 per cent. of the turnover from counter sales (in sterling value) came from goods sold under existing Resale Price Maintenance conditions:—

2.5 per cent. from the 5 per cent. of total counter sales which comes from baby goods; 27.5 per cent. from the

33 per cent. of total counter sales which comes from medicines; 25.0 per cent. from the 30 per cent. of total counter sales which comes from toiletries; and 5.0 per cent. from the 9 per cent. of total counter sales which comes from photographic goods.

7. The turnover of the pharmacy chosen could therefore be broken down as follows:—Total turnover £15,000 of which £5,000 came from N.H.S. and £10,000 from counter sales. Of the latter £6,000 were covered by R.P.M. and £4,000 were not so controlled.

8. The net profit from such a business expressed as a percentage of total turnover was approximately 7.5 per cent., equivalent to £1,125 (business run under management).

The figures were typical of an efficiently run retail pharmacy in the turnover group chosen. In other cases the percentage net profit would be found to be lower.

9. If goods at present sold under R.P.M. conditions were reduced in price by a penny in the shilling (8.3 per cent.) then the turnover from R.P.M. goods would be reduced by £498, the gross profit of the whole business would be reduced by the same sum and since all the overheads of the business would remain at exactly the same level as before, the net profit would be reduced by the same sum. Such a reduction in price maintained goods would therefore mean that the net profit would be reduced by 44 per cent. to £627.

10. Similarly a price reduction of twopence in the shilling of price maintained goods would mean that the net profit of the business would be reduced by 88 per cent. to £129 and the business would scarcely be "breaking even."

11. It was therefore deduced that even a relatively prosperous pharmacy would be rendered virtually non-profitable by a twopence in the shilling price reduction in price maintained goods.

12. Obviously the 3,350* pharmacies with a turnover of less than £10,000 per annum would be in an even more serious position.

13. An exemption from the provisions of the Resale Prices Bill of medicines and surgical appliances could not

secure the continuance in business of all existing retail pharmacies. Nevertheless the passing of the Bill without such a clause could only lead to the extension of cut-price and "gimmick" merchandising methods to the field of medicines — a development which the Pharmaceutical Society and the N.P.U. have sought, in their condemnation of attempts to introduce "special offers," free samples and competitions into the medicinal field, to prevent.

14. Were medicines exempted from the provisions of the Bill the position would be as follows:—

Total turnover = £15,000 per annum

Counter turnover from price-maintained goods = £6,000 per annum

Counter turnover from price-maintained medicines = £2,750 per annum

If price maintenance for medicines continued and there was a reduction of a penny in the shilling of other price-maintained goods the net profit of the business would be reduced by £270 (by 24 per cent.) to £855.

If the reduction was twopence in the shilling the net profit would be reduced by £540 (by 48 per cent.) to £315.

15. It was submitted that the gross profit rate overall in retail pharmacy at approximately 27 per cent. could not possibly be said to be excessive. The average sale in retail pharmacy was something about four shillings. The Pharmaceutical Society in 1963 issued a statement, which was backed by the N.P.U., to the effect that medicines should *not* be sold by self-service or self-selection techniques. Since all medicines in retail pharmacies must therefore be sold by personal counter service the gross margin of just over a shilling on the average sale might be only to meet the unavoidable overheads.

16. Were R.P.M. to be abolished in the field of medicines the retail pharmacy, bound by the self-service statement and by the Pharmaceutical Society's Statement Upon Matters of Professional Conduct would be in an untenable position. It was surely in the public interest that this should not come about.

* 1961 Census percentage figure applied to actual figure for number of pharmacies in 1962.

IN PARLIAMENT

BY A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

Testing of New Drugs (*concluded*)

LORD FERRIER, after declaring his interest as chairman of a group of pharmaceutical companies, said that, though not a pharmacist or chemist, he took pride in being concerned "with this reputable, important and vital industry, despite the current mode for abusing it which one sees in some quarters." Each of the three companies with which he was concerned had well over 100 years of close association with medical schools in Scotland, and none had difficulty in arranging clinical trials; the more meritorious the product, the easier it was to arrange such trials. The number of drugs reaching clinical tests was comparatively small, and one of the functions of the Dunlop Committee was to ensure that only meritorious drugs were brought forward for clinical trial. He could tell of medicaments approved by the [U.S.] Food and Drugs Association and marketed abroad that had been rejected by companies in the United Kingdom before they had reached the stage of clinical examination. Had it ever occurred to the critics of the industry that such things happened? In Scotland the traditional co-operation between medical authorities and the industry had grown up over the years and could not be replaced. Lord Taylor was asking if it could be augmented. The pharmaceutical industry's own skills and the established position of the Cohen and Dunlop Committees were powerful safeguards. The value of another organisation under the Medical Research Council seemed doubtful. Some seemed to hold the opinion that pharmaceutical companies were anxious to get products on the market at all costs and without adequate trials. That was far from the truth. From the purely commercial point of view, any company that marketed a product of dubious merit would be in a difficult position. Another factor in the industry's approach to clinical work was representatives. "These skilled and generally dedicated men are in some measure the industry's eyes and ears." They had a part to play in initiating, promoting and fertilising the exchange of clinical information. Through them news reached research departments of unexpected happenings or reactions. The sales force of the pharmaceutical organisation was a useful if small adjunct to clinical research. LADY SUMMERSKILL said the fundamental and inherent weaknesses of the Dunlop Committee were that drug manufacturers were not compelled to submit their products and that the pharmaceutical industry, which profited from drug manufacture, had been left to report on toxicity tests and clinical trials. How could the Committee assess the thoroughness of a clinical trial except through independent agency of the highest repute?

LADY SUMMERSKILL then suggested that the drug industry claimed it must have high profits for research, but after the cost of research has been met the profits were very high. She later referred to the fact that the Dunlop Com-

mittee had warned doctors of the possible side effects of a number of drugs, many of which had been advertised for a number of years. LORD NEWTON (Parliamentary Secretary to the Ministry of Health) said it was a difficult and complex subject and in the medical profession there was no general opinion that a central testing agency was desirable. In October 1962, after the thalidomide tragedy, the Medical Research Council reviewed its responsibilities over the whole field of toxicity testing and clinical trials, and confirmed the principle that had developed down the years that responsibility for routine toxicity screening of new drugs should remain with the manufacturers and that the Council should not become involved in it. The arrangements for submission of new drugs to the Dunlop Committee ensured that such drugs were not offered by manufacturers for clinical trial without adequate toxicity testing. The individual doctor's judgment as to whether a particular drug should be administered to a particular patient was still crucial and it always would be. His personal responsibility was an important safety factor. Lord Newton said he "did not much like Lord Taylor's suggestion that doctors might receive special payment for undertaking clinical trials." He did not believe that that sort of inducement would be acceptable to the profession generally, and he was reasonably certain that it would not be acceptable to the general public, many of whom did not like being treated as guinea-pigs by the medical profession. LORD TAYLOR interposed and said that on principle he would agree and undertook to withdraw his suggestion. LORD NEWTON considered that the idea of a central agency was, at first sight, an attractive one but the prevailing system, unco-ordinated though it might be, had the advantage that it made for the closest personal contact between the manufacturer and the clinician. He finally said that he was not convinced that the present arrangements were so defective that it was imperative to discard them and set up new machinery.

Drug Addict Prescriptions

MR. W. S. SHEPHERD asked the Home Secretary on March 5 what supervision he exercised over the issue of prescriptions to persons claiming to be drug addicts. MR. C. M. WOODHOUSE (Joint Under-Secretary of State, Home Department) replied that the provision of Dangerous Drugs depended solely upon the medical practitioner. MR. SHEPHERD then asked if the Minister was satisfied the system was working properly "since many chemists in the West End of London were concerned that the large number of Canadian and American customers who came to them for drugs said they came solely for the purpose of getting drugs easily and cheaply." MR. WOODHOUSE said he thought it was right that the responsibility should rest with the medical profession. A Home Office handbook on the duties of doctors and

dentists under the Dangerous Drugs Act Regulations contained advice on prescribing for addicts. If it was found from chemists' registers that a medical practitioner had been prescribing such drugs for a patient over a long period, arrangements could be made for a regional medical officer to visit the doctor to give him such advice as might be necessary. SIR BARNETT STROSS asked for confirmation that the number of registered addicts in the United Kingdom was low. MR. WOODHOUSE replied "It is very low, but it has been rising in recent years."

Shops Act, 1950

The Home Secretary was asked a number of questions on March 5 about amending Sunday shop hours. MR. H. BROOKE replied suggesting that no steps should be taken about Sunday opening of shops until the Crowthorne Committee had reported its findings. He agreed there were anomalies in the 1950 Act.

Offences Involving Drugs

MR. D. JONES on March 5 wanted the Home Secretary to control "purple heart pills" under the Dangerous Drugs Act, 1951. MR. R. W. SORESENSEN wanted to know if the Home Secretary had received further reports in respect "of the possession, sale, usage and particular effects of marijuana, heroin and other similar narcotics and drugs; to what extent police action had been successful in repressing or diminishing offences involving such drugs; and what steps had been taken to encourage the acceptance of therapeutic treatment by those affected by them." MR. BROOKE said he had not received any special reports and it was not possible to say how far police action might have prevented offences being committed. The number of convictions for offences involving drugs controlled under the Dangerous Drugs Act, 1951, was 686 in 1963 and 675 in 1962. The treatment of a drug addict was a matter for the medical practitioner in charge of the case.

Drug Addiction

MR. K. ROBINSON asked the Home Secretary if he would set up a committee to inquire into the extent of drug addiction in Great Britain, especially among young persons, and to reassess the validity of official statistics in the light of recent experience in the Courts. In a written reply on March 5 MR. BROOKE referred to the Interdepartmental Committee on Drug Addiction, which had expressed the opinion in November 1960 that there was no cause to fear that any real increase in addiction was occurring at that time. There was evidence of some recent increase in addiction and he was consulting with the Minister of Health about the development.

International Cancer Research

Asked by MR. J. A. BIGGS-DAVISON what decision had been reached with France and other countries on inter-

national co-operation in cancer research, MR. A. BARBER (Minister of Health), in a written reply on March 5, said that the matter was now being considered by the five governments.

Pharmacy Poisons (Amendment) Bill

The Pharmacy and Poisons (Amendment) Bill was discussed in Committee on March 4. SIR HUGH LINSTEAD said the Bill was designed to enable the Pharmaceutical Society of Great Britain to increase certain statutory fees which it received under Statute. Under the Pharmacy and Poisons Act, 1933, the Society was given two sources of statutory income. One was a retention fee paid by its members, and the other a retention fee paid by the owners of chemists shops. There was no statutory ceiling on the retention fee paid by members; that was left for negotiations between members and the Council of the Society.

In the premises fee a statutory limit was imposed in 1933, being fixed at £3 a year. That limit of £3 was reached in 1953 and there was now no possibility of increasing that fee except by an amending Statute. Sir Hugh continued "The Society has found itself with an annual deficit in recent years and therefore comes to Parliament to ask for a higher ceiling for the premises fee. It proposes at the same time as it raises the premises fee also to raise the retention fee on its members. It thinks that its increased revenue should come from a balance between the two. This clause, therefore proposes that the ceiling shall be raised from the £3 fixed in 1933 to £10." The people affected were owners of chemists' shops. They fell into three groups.

The first group consisted of the private chemists, who were represented by the National Pharmaceutical Union, and the union had no objections to the proposal. The second group of owners were the chain stores, represented by the Company Chemists' Association, which had been consulted about the Bill. "The Secretary of the Association has written to me saying that it has no comments to make on the text." Sir Hugh then turned to the third group consisting of the Co-operative societies. He said "the Parliamentary Committee of the Co-operative Union has written to me to say that the union agrees with the proposal to increase the fee as being reasonable and one that should not be opposed. But the letter adds:

'Some concern was expressed at the size of the increase but it is understood that the figure of £10 is a maximum and that it will not be adopted in the immediate future.'

I understand that the intention of the Pharmaceutical Society, if this Bill is passed, is to make a by-law bringing the fee up to £5, subject to the approval of the Privy Council." The Bill was agreed without amendment.

Cost-of-living Index

MR. ROBERT MAXWELL-HYSLOP asked the Secretary of State for Industry, Trade and Regional Development which component items of the cost-of-living index were commonly subjected to re-

sale price maintenance; and what was the index value of each such item at the latest computation. MR. E. HEATH (Minister of Industry and Trade), in a written reply on February 26, said that precise information was not available about the extent of resale price maintenance within the various components of the index of retail prices. Groups or subgroups within which prices were substantially subject to resale price maintenance, and the appropriate index figures for December 1963, were:—

	Index figure for December 10, 1963 (January 16, 1962=100)
Alcoholic drink	103.2
Tobacco	100
Radio, television and other household appliances	96
Books, newspapers and periodicals	107
Medicines, toilet requisites, soap, cleaning materials, matches, etc.	100
Stationery, travel and sports goods, toys, photographic and optical goods, etc.	103

Items subject to resale price maintenance were also included in other groups or subgroups of the index.

Pharmaceutical Services in Liverpool

SIR KENNETH THOMPSON asked the Minister of Health if he was aware of the recent closing of chemists' shops in Liverpool; what action was he taking to ensure that the need for pharmaceutical services was met; and if he would make a statement? MR. BERNARD BRAINE, in a written reply on March 9, stated there had been some reduction in recent years in the number of chemists' shops in Liverpool but he was assured by the Liverpool Executive Council that the present pharmaceutical services in the city were adequate.

Resale Prices Bill

There was an unprecedented "revolt" by Government supporters when the second reading of the Resale Prices Bill came up on March 10. Twenty-one of them, including Sir Hugh Linstead, voted against. MR. E. HEATH (Minister for Industry and Trade) moved the second reading. He said the number of people employed in the distributive processes was growing faster than the number in the manufacturing industry. Great demands were being made on industry. It was only right that they should look to the distributive services for a similar response. There had been a number of suggestions that there was no need for Government action because resale price maintenance was gradually disintegrating, but the evidence was that the system was still firmly entrenched. In recent years it had broken down completely in foods and groceries, but despite that the proportion spent on price-maintained goods was higher today than it was before the war. "It is now apparent that there is no halfway house. We can permit resale price maintenance to go on in every case, with all that it entails in the way of higher costs, a less efficient distributive system and less oppor-

tunity for consumers' preferences to influence supply, or we can provide for price competition, and facilitate the introduction of new and improved methods of distribution by ending resale price maintenance, except when it can be shown that it helps the consumer and is not contrary to the public interest." He believed that many of the anxieties about the effect of the Bill on the small trader were exaggerated.

MR. DOUGLAS JAY said that, whereas resale price maintenance was presumed against the public interest unless those practising it proved it was not, monopolies were, it was proposed, presumed in the public interest unless proved otherwise. Where the small shopkeeper's livelihood was at stake there was precise, and in some respects drastic, legislation now. When it came to monopolies, combines, mergers, and commercial services, all was put off for legislation perhaps next year. The exemption procedure under the Bill put the retailer and the distributive worker in an inferior position to the manufacturer. There was a strong case for giving both manufacturers and retailers the chance to argue that any benefit to the consumer was exceeded by a greater damage to themselves. At present the case must be wholly argued in terms of benefit to the consumer.

MR. W. E. PADLEY (president, Union of Shop, Distributive and Allied Workers) said two certain consequences of the Bill were that three new judges would be appointed and that prices would go up everywhere except in the centres of the large towns. In his view the Bill was right in making R.P.M. "publicly accountable," but it would not bring down prices and reduce gross profit margins.

SIR HUGH LINSTEAD said he would have to vote against the second reading because he believed the abolition of resale price maintenance would not achieve the objectives the Minister had in mind. In so far as it reduced retail prices, it would do so at the expense of the independent trader. "I can see nothing but injustice in taking out of the pockets of the independent trader sums of money which are a substantial part of his income in order to bring about what will probably be an extremely small if not insignificant reduction in, for example, the index of retail prices. The problem is that retail distribution is not homogeneous and is not a simple unified structure. Each trade and each activity is different, and to try to deal with the whole spectrum with one weapon is almost to guarantee inequity and even injustice."

He referred in detail to the findings of a small working party set up by the National Pharmaceutical Union to report on the possible effects of the Bill (see p. 254), going on to deal with the amendments he proposed to table during the committee stage of the Bill.

MR. J. STONEHOUSE regretted the way in which the Bill had been introduced and its ill-considered drafting. The P.A.T.A. had sent a document to all Members of the House which he thought showed its case was "feeble, flimsy and anæmic." A point which had been made was that "because the

chemists are an essential part of the National Health Service, and depend on price-maintained commodities to make a reasonable profit, price maintenance must continue so that they can continue to supply drugs and to dispense prescriptions under the National Health Service. This is entirely wrong. A chemist should not be subsidised in his work by the buyers of cameras or roll films. The people who buy these commodities should not have to subsidise the Health Service."

COMPANY NEWS

Previous year's figures in parentheses

JOSEPH CROSFIELD, LTD. — Dividend for 1963 on Ordinary capital wholly owned by Unilever, Ltd., is £529,993 (£587,904), net profit £669,344 (£727,255), after tax £726,514 (£887,605).

JOHN KNIGHT, LTD. — Tax free dividend on Ordinary shares, wholly owned by Unilever, Ltd., for 1963, £132,691 (£67,926); net profit, £209,256 (£144,489), after tax £209,120 (£163,763).

WILLIAM GOSSAGE & SONS, LTD. — Dividend on Ordinary capital wholly owned by Unilever for year 1963 is £73,014. Preference dividend £43,645. Net profit £116,659 (£113,999), after tax £135,226 (£134,326).

BRITISH ALKALOIDS, LTD. — The offer on behalf of Pfizer, Ltd., for the whole of the issued share capital of British Alkaloids, Ltd. (see *C. & D.*, January 25, p. 78), has been accepted in respect of over 94 per cent, and has been declared unconditional. Late acceptances will still be received.

PHOTOPIA INTERNATIONAL, LTD. — Interim dividend is maintained at 4 per cent. in respect of the year ending April 30. (A total of 17½ per cent. was paid for 1962-63.) The directors report a "satisfactory" increase in turnover in the first six months' trading.

HANIMEX (U.K.), LTD. — A quotation is being sought on the London stock exchange for all the 2,432,768 shares of 5s. (Australian) each in Hanimex. Profit before tax for the year ended June 30, 1963, was £A225,000, and a dividend of 12½ per cent. was paid. Profit for the current year is expected to be no less than last years. Dealing on the London stock exchange is expected to commence on March 23.

F. W. HAMPSHIRE & CO., LTD. — Dividend for 1963 is raised from 37½ per cent. to 43¼ per cent. with a proposed final dividend 1¼ per cent. higher at 31¼ per cent. A scrip issue of one A ordinary share for each ordinary and/or A ordinary share is also proposed. Group trading profit has increased from £230,000 to £294,000 after directors' remuneration up from £44,000 to £60,000. Investment income increased from £29,000 to £35,000. Tax takes £168,000 (£131,000).

WELLCOME FOUNDATION, LTD. and CALMIC, LTD. — Arrangements have been made for the Wellcome Foundation, Ltd., to acquire a 25 per cent. interest in Calmic Ltd., by agreement the extent of the interest will increase over the years. The independent trading activities of Calmic, Ltd., will remain undisturbed, and Messrs. F.

Dunkerley and H. Ward continue as chairman and managing director. Dr. F. Wrigley (a director of the Wellcome Foundation, Ltd.) has been invited to join the board of Calmic, Ltd.

GALA OF LONDON, LTD. — Arrangements for marketing the Preference and Ordinary shares of the Gala Cosmetic group are announced. They include an offer for sale by tender of 250,000 5s. Ordinary shares at a minimum price of 20s. and a placing of 250,000 7 per cent. £1 Redeemable Cumulative Preference shares. The directors expect 1964 profits to be approximately £300,000 before taxation. After tax, a full year's Preference dividend of 20 per cent. dividend on the Ordinary would be covered more than four times and at the minimum tender price the yield would be 5 per cent. Application lists will open on March 17.

MONSANTO CHEMICALS, LTD. — The year 1963 closed on an encouraging note with favourable prospects for the months immediately ahead, said the chairman (Mr. L. A. Lewinton) in his statement accompanying the accounts for 1963. Work was being directed to developing and strengthening the company's product lines in growth areas and supporting their end uses. In analysing future profitability the directors would not hesitate to make changes in the historic product pattern. As an example, the chairman cited phenol, manufacture of which was being discontinued in 1965. Alternative arrangements had been made for supply to ensure the company's position as both a major seller and consumer of that base chemical. Proportionate provision for depreciation and obsolescence resulting from the decision had been made in the 1963 accounts. Sales of the United Kingdom group increased from 20.09 millions to a record £22.34 millions in 1963 (see *C. & D.*, February 22, p. 175). In pharmaceuticals, foreign competition continued both at home and abroad, but a decline in prices had not prevented a "generally satisfactory" year. Sales of aspirin and phenacetin increased. Much of the research and development effort was again concentrated on improving profitability, quality and performance of existing products.

PERSONALITIES

MR. K. ABILGAARD, president of Leo Pharmaceutical companies, Copenhagen, Denmark, is receiving the major honorary degree of Doctor of Law, Dublin University, at a ceremony on July 9.

MR. J. ANDERSON STEWART, B.Sc., B.L., F.P.S., secretary of the Middlesex Pharmaceutical Committee, has been reappointed chairman of the Edmonton Group Hospital Management Committee.

MR. W. E. KIRKMAN, J.P., M.P.S., New Milton, Hants, has resigned the presidency of the New Milton branch of the New Forest Conservative Association as a public protest against the Government's proposal to abolish resale price maintenance.

MR. R. D. SCREATION, M.P.S., has retired as superintendent chemist of

Coventry Co-operative Society, Ltd. Mr. Screaton qualified in 1927, joined the Society as a branch manager in 1928, and was appointed superintendent chemist in 1946. He has been presented with a cheque from colleagues in the departmental managers' association.

BUSINESS CHANGES

MR. J. F. MULLIGAN, M.P.S.I., has opened a branch pharmacy at 40 Barronstrand Street, Waterford, Eire.

BROOKS PHARMACEUTICALS has removed to 53 Thames Street, Weybridge, Surrey (telephone: Weybridge 47301).

THE telephone number of I. & N. Rabin, Ltd., wholesale chemists, 189 Shoreditch High Street, London, E.1, has been changed to Shoreditch 3411.

THE pharmacy of Pickering & Sef-ton, 79 Mostyn Street, Llandudno, Caernarvon, is closing at the end of March owing to expiration of lease.

MR. J. HOTTER, M.P.S., has sold his pharmacy at 38 High Street, Hol-beach, Lancs, to Smith & Osborne, 2 West Street, Crowland, who operate a drug store at that address. The Hol-beach business is now a branch shop of the one at Crowland and will also trade as a drug store under the Smith & Osborne name. The partners hope, time and circumstances permitting, to reconvert either or both the drug stores into pharmacies.

Appointments

CUSSENS SONS & CO., LTD., Kersal Vale, Manchester, 7, have appointed Mr. D. Price marketing manager of products sold through chemists and departmental store outlets.

FRENCH & SCOTT, LTD., have appointed Mr. K. Clarke, 74 Grove Gardens, Market Drayton, Salop, their representative in North Wales, Lancashire, Cheshire, Staffordshire, Shropshire and Cumberland.

WARNER-HUDNUT group of companies have appointed Mr. R. S. Iredale their export marketing and advertising manager for lay-pharmaceuticals and toiletries products, and Mr. D. J. McClelland their export "ethical" promotion manager, with responsibility for overseas promotion of the company's prescription products.

MORNY, LTD., 22 Wadsworth Road, Perivale, Middlesex, state that Mr. B. A. Wade (the company's present representative for Cumberland, Durham, Northumberland, Westmorland and North Yorkshire) is taking over Devon, Dorset, Somerset, Wiltshire and Cornwall following Mr. G. C. Carter's retirement. Mr. H. W. Hobson has been appointed successor to Mr. Wade.

KIMBERLY-CLARK, LTD., Larkfield, Kent, have promoted five of their salesmen to divisional supervisors. They are Messrs. M. D. Hancock (East Midlands and Lincs), G. J. Beech (London), S. Hall (South Wales area of South-west), C. Preston (West Country area of South-west) and S. G. Whyte (North Scotland). Mr. A. J. Woolnough, formerly divisional supervisor, has been promoted divisional manager for the North-west area.

DEATHS

BURBIDGE.—Recently, Mr. Harold Burbidge, M.P.S., 54 Roman Bank, Stamford, Lincs. Mr. Burbidge qualified in 1923.

CARTER.—In a motor car accident on March 6, County Alderman Norman Carter, senior partner in Carter Bros., Glen Laboratories, Shipley, Yorks. County Alderman Carter, who was sixty-seven, had served on the West Riding County Council for twenty years and was chairman in 1955. He served on Shipley urban council, 1949-52 and had held many local offices.

GORDON-RATTIE.—Suddenly, on March 4, Mr. Charles L. Gordon-Rattie, M.P.S.N.I., 63

Donegall Park Avenue, Belfast, Northern Ireland. Mr. Rattie qualified in 1933, and for over twenty-six years had carried on business at 192 Shore Road, Belfast. He joined the executive committee of the Ulster Chemists' Association in



1947 and became president of the Association for the year 1953. He is survived by his widow, a son and a daughter.

Mrs. A. S. G. Watson (president of the Association) writes:—

"In the death of Mr. Charles Gordon-Rattie, the Ulster Chemists' Association has sustained a great loss. Elected to membership of its executive committee in 1947, he became the Association's president in 1953, and throughout the intervening years has given unbroken and unstinted service to the committee and to pharmaceutical affairs generally. Throughout its life he was a member of the C.F. Committee and a devoted advocate of C.F. principles. During his presidential year he set a high standard based on principles all succeeding presidents have endeavoured to follow. An exceptionally gifted man, he brought all his many talents to the task on hand, whatever it might be, using to best advantage the wisdom which was the product of wide experience and an agile mind well stocked with knowledge. His interests were as many as they were diverse, and we were continually surprised by instances which revealed how wide were his horizons in the field of literature and the arts, even as we were delighted with his ready and sparkling wit, which was never sharpened at the expense of another but was something in which we could all revel. This extraordinary ability to see things clearly and yet to express that vision in such a light-hearted fashion, so that everyone could instantly see it too and laugh with him, reflected not irresponsibility, but rather the depth of insight that can put a situation in its true perspective. His humour was an invaluable reliever of tension on many occasions and in difficult circumstances. As a man, his per-

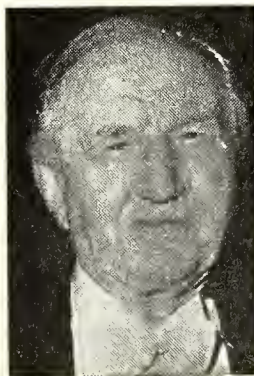
sonality made him stand out in any assembly. He was clever, he was genuine, he was friendly and, above all, he was natural. When he relinquished the office of president to his successor he did not weary in well-doing, but continued to give of his time and effort with a generosity and enthusiasm which were characteristic. Always he had a cheery word of encouragement for the younger people who were not so able as he, nor so experienced. As time went on his leisure was more and more taken up with the work of the many subcommittees—his qualities made him the obvious choice for all of them—and with the careful preparation of his own particular creation, the yellow sheet of *Incomuca*, where, in poetry and prose, his thoughts were crystallised for the guidance and benefit of us all. We of the executive committee who were privileged to know him well not only deeply regret the passing of a much honoured colleague but mourn a dear friend.

PASHLEY.—On March 1, after a short illness, Mr. A. H. Pashley, chairman, Whiffen & Sons, Ltd. Mr. Pashley, who was sixty-three, joined the company in 1919 and gained experience of the business in practically every department. When Messrs. Whiffen joined the Fisons Group in 1947 he was assistant to Mr. Stanley Whiffen. He was appointed in turn export manager, general manager and (in 1951) a director. Mr. Pashley assumed the responsibilities of vice-chairman in 1961 and a year later became chairman. Progress and expansion of the company to its present international standing owes much to his endeavours.

REED.—On March 3, Mr. Joseph Reed, M.P.S., School House, St.

Anne's Road, Faversham, Kent. Mr. Reed qualified in 1897 following a four-year apprenticeship in Dumfries. He came south and after a period in Stratford, London, set up in business at 32 Church Street, West Ham.

There he remained until 1957, when he sold the business. A founder member of the West Ham Association of Pharmacists, he was the Association's president, 1923-24, 1947-48 and 1952-53, and its secretary, 1924-44. When the local Branch of the Pharmaceutical Society was formed in 1922 he was appointed a committee member, and was Branch chairman in 1951. Mr. Reed was secretary, 1925-47, of the National Pharmaceutical Union Branch and its chairman, 1947-50. Appointed chemists' representative on the former West Ham (National Health) Insurance Committee, he became its chairman in 1938 and again in 1943. He became a member of the Executive Committee with the coming of the National Health Service. A "profile" of Mr. Reed was



given in the C. & D. feature "Figures in the Pharmaceutical World" (May 2, 1953) when reference was made to his consistent support of the Pharmaceutical Society's Benevolent Fund, for which he was stated to have raised over £3,000 whilst secretary of the West Ham Association.

Mr. Owen C. Wombwell (president, West Ham and District Association of Pharmacists; chairman, East Metropolitan Branch of the Pharmaceutical Society), writes:—Mr. Joseph Reed was a founder of the West Ham Association, and for over half a century he served us faithfully and well—for very many years as secretary, as president in 1923, in 1947 and again in 1953, our Golden Jubilee year. When not in office he was always a committee member, a record of service which must surely be unique. It was rare for him to be absent from a meeting of either the Association or the Branch, and he often put younger members to shame in this respect. I particularly remember an evening meeting at Bloomsbury Square. It was snowing and bitterly cold, and although it was his eightieth birthday he made the journey from West Ham by public transport, and was quite indignant when I told him that he should have 'phoned me for a lift. His great interest in the Benevolent Fund and Birdsgrove House have been perpetuated by the furnishing of the Cumberland Room, and more particularly by the set of cutlery at Birdsgrove House. The latter gift was, at his request, made by the Association and Branch upon his retirement, in place of anything for his personal use. It has been a privilege, an education, and a pleasure to have known and to have worked with Mr. Joseph Reed, who was such a wonderful example and inspiration to us all.

Mr. W. H. Cloud writes:—I first met Joseph Reed in the early twenties at the meetings of the West Ham Association, of which he was secretary. Despite his gruff manner and forthright speech he was kindness itself, and took unlimited trouble to interest me in Branch affairs. He was never too busy to welcome the newcomer, or to encourage him to take part on committees. He was a hard worker, organising the Association's dinner for many years, and always trying to get the various sections of pharmacy to work together. He made no distinction between those in retail, wholesale, hospital and manufacturing—all were pharmacists. A representative told me he always enjoyed the West Ham dinner, because he was made to feel he was part of pharmacy, not an outsider. Mr. Reed was a regular attendee at British Pharmaceutical Conferences, and I was greatly impressed by the high esteem in which he was held. He seemed to know everybody who was there. His daughter, Agnes, helped him in business and, after the death of Mrs. Reed, managed the home too. When he sold his business, they both went to live with his son, Gordon, at Rochester, and later at Faversham: the devoted care of his son and daughter did much to ease his later years until his death at ninety-two. A grand old man!

PHOTOGRAPHIC NOTES

Addition to Range.—Paterson measuring cylinders are now available in 22 oz. (600 mls) size. Like the existing 5 oz. and 11 oz. measures, they are graduated in $\frac{1}{2}$ oz. and 25 mls. Makers are R. F. Hunter, Ltd., 51 Gray's Inn Road, London, W.C.1.

Branded Products to Remain.—Hanimex (U.K.), Ltd., 42 Lower Marsh, London, S.E.1, official distributors in the United Kingdom for the branded photographic products of Perutz Photowerte, G.m.b.H., and Leonar-Werke, A.G., two of the subsidiary companies involved in the Agfa-Gevaert merger (C. & D., February 22, p. 176), point out that products of those companies will remain available.

Three New Flashbulbs.—Philips Electrical, Ltd., Shaftesbury Avenue, London, W.C.2, have added to the flashbulbs range three new bulbs: the AG1, AG1B and 12-mm. PF1. Packed in cartons of ten (the PF1 carton may be split into two fives), they have full instructions printed on the pack and on the inner sleeve of the PF1 are hints and tips. Since the time to peak of the PF1 has now been reduced to 15 msec., shutter speeds of 1/50 or 1/60 sec. can be used with either X or M synchronisation.

New Marketing Organisation.—Photomarketing, Ltd., Kingsbury House, Blackburn Road, London, N.W.8, is a new independent organisation now establishing a sales force to call on photographic dealers throughout the United Kingdom. The company's policy will be "to support the photographic trade by selling to recognised photographic dealers, good quality well promoted products backed by a good after-sales service." The company are sole selling agents in the U.K. for: Ihagee Kamera Werk A.G., Dresden (manufacturers of Exakta and Exa range of cameras and accessories); Veb. Carl Zeiss Jena and Veb. Optima Werk Goerlitz (Meyer) (for lenses with Exakta fitting); and A. Schroder & Sohne (Susis tripod range).



TROPHY FOR TITLE-WINNER: Finals in Miss Jabley beauty contest organised by Jabley, Ltd., 145 Turnpike Lane, London, N.8, were held at Kensington Town Hall, London, on February 14. The winner of the title "Miss Jabley" and of the Jabley challenge trophy was Miss Deanna Slaughter, Britwell, Slough, Bucks, who competed in the qualifying contest in Old Windsor in August 1963. During the twelve months in which Miss Slaughter holds the title and trophy she receives for her own use Jabley beauty preparations valued at £30. In the picture Miss Slaughter is holding the trophy, which is being filled with a selection of the beauty preparations she will receive at regular intervals during the next twelve months.

TRADE NOTES

Trial Offer.—Reckitt and Sons, Ltd., Hull, are offering a sample of Stera-fix denture fixative with each Steradent tin bought during a trial period.

Distributors.—Phillips, Scott & Turner Co., 2 St. Marks Hill, Surbiton, Surrey, are the distributors of Model Nail, and not as previously stated.

Discontinued.—Gibbs S.R. tooth-paste aerosol (Gibbs Pepsodent, Ltd., Hesketh House, Portman Square, London, W.1) is no longer being produced.

Change of Distributor.—From April 1 Inter-Dens medicated gum massagers are being distributed by Pharmaceutical Products, Ltd., 44 Magdalen Street, Norwich, NOR 95A.

Going National.—Swarfega antiseptic hand cleanser, a product of Deb Chemical Proprietaries, Ltd., Forfar Works, Belper, Derbys, is this year "going national" with advertising in all media, including television.

Sole Importers.—The German speciality Algamarin sea-algae foam bath is being exclusively imported into the United Kingdom by Joy Byrne, 37 Albemarle Street, London, W.1; full supplies are available.

Sampling Scheme.—A consumer sampling campaign in which half a million sachets of Energen non-sugar sweetener tablets are being distributed, is being undertaken by Energen Foods Co., Ltd., Birling Road, Ashford, Kent, March 23 to April 3.

Indications for a Speciality.—Selpharm Laboratories, Ltd., 15 Hanover Square, London, W.1, point out that the speciality Ponderax, of which they are United Kingdom distributors, is indicated for use as an appetite suppressant and not as previously stated.

Temporarily Discontinued.—Plough Inc. (United Kingdom), Ltd., 274 Gresham House, Old Broad Street, London, E.C.2, regret that the small size of Nujol has been temporarily discontinued. The large size and 1-gall. tin continue to be freely available.

A New Division of the Company.—J. I. Rodale & Co., Ltd., Chestnut Close, Potten End, Berkhamsted, Herts, have formed a natural pharmacy products division. Under the management of Mr. J. Alwyn Clark, the department will appoint stockists for the company's Natrodale products. A comprehensive range of natural vitamins and nutritional supplements is being repackaged for retail sale and retailers are invited to write to the division for details of trade terms.

Special Offers.—Until April 30, Chesebrough-Pond's, Ltd., Victoria Road, London, N.W.10, are running three special offers: a "booted" pack containing an 8-oz. Pond's Spray'n Stay aerosol with a free sample of Dreamflower talc; a banded pack of Pond's Spray'n Stay squeeze bottle with free sample of Dreamflower talc (for "dump" bins a special headboard is available announcing the offer); and Pond's freshener pads at threepence below the usual price (counter display holds 1 doz.).

Nationally Launched.—Racasan Mothstrip, a method of mothproofing

launched within the London television area during 1963 is now being marketed on a national basis. The manufacturers, Racasan, Ltd., Ellesmere Port, Ches, state that independent research has proved that Racasan Mothstrip gives off its moth killing vapour after twelve months' continuous use. It may be used in wardrobes, chests of drawers, etc. leaving no "tell tale odour" on the clothes. The pack contains eight sheets.

Now Tax-free.—HARKER STAGG, LTD., Emmott Street, London, E.1, announce that (from March 6) Celevac granules in the 500-gm. and 1,000-gm. packs and Celevac tablets in the 250 and 1,000-tablet packs are eligible for "dispensing pack" exemption from purchase tax.—RIKER LABORATORIES, Loughborough, Leics, announce that the 500-tablet size of Norgestic tablets is now available as a tax-free dispensing pack.—SMITH KLINE & FRENCH LABORATORIES, LTD., Welwyn Garden City, Herts, announce that their speciality Kerecid (brand of idoxuridine) is now exempt from tax.

Bonus Offers

BURROUGHS WELLCOME & Co., 183 Euston Road, London, N.W.1. Marzine. Thirteen invoiced as twelve on order for thirty-six; fourteen invoiced as twelve on order for seventy-two; fourteen invoiced as twelve on order for 144 or more.

W. B. CARTWRIGHT, LTD., Rawdon, Leeds. Aerosol products. Twelve invoiced as eleven on order for twenty-four or more; twelve invoiced as ten on order for forty-eight or more. Either parcel single or assorted but in one delivery.

CHESEBROUGH-POND'S, LTD., Victoria Road, London, N.W.10. Flawless medicated soap. Twelve invoiced as ten. Until April 30.

WILLIAM FREEMAN & Co., LTD., Suba-Seal Works, Staincross, Barnsley, Yorks. Hot-water bottles, 5 per cent. additional discount on orders placed before June 30 for delivery before December 31.

HALEX DIVISION, BRITISH XYLONITE Co., LTD., London, E.4. Halex toothbrushes. Fourteen invoiced as twelve on order for 6 doz. Fifteen invoiced as twelve on order for 12 doz. Halex combs. Fourteen to doz. on order for 12 doz; thirteen invoiced as twelve on order for 6 doz.

KLOSTERFRAU, G.B., LTD., 16 Berkeley Street, London, W.1. Actif capsules. Seven invoiced as six; fourteen invoiced as twelve.

ORGANON LABORATORIES, LTD., Crown House, London Road, Morden, Surrey. Endocil beauty-treatment cream and Endocil day-care. Extra 7½ per cent. on order value £4. Extra 12½ per cent. on order valued at over £4. In return for display.

RACASAN, LTD., Ellesmere Port, Ches. Racasan Mothstrip. Twelve invoiced as eleven on order for thirty-six or more. Until May 1.

INFORMATION WANTED

The Editor would appreciate information about: Cullingfords Molassa. Topknot hair lacquer



introducing

ACE

the top quality comb with the fast selling future



Ace combs are real winners, made from hard polished rubber with a fine finish, they're America's best-sellers.



There's a wide range of combs and prices for your customers to choose from—an Ace suits everyone's needs.



Customers who know that good grooming begins with a first class comb, will ask for an Ace. National advertising will increase the demand—START STOCKING NOW.



Ace combs are real profit-makers too—FIGURE IT OUT FOR YOURSELF

your outlay

£6 1 6

your sales returns

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YOUR PROFIT

£3 0 7 (*Prices exclusive of P.T.*)

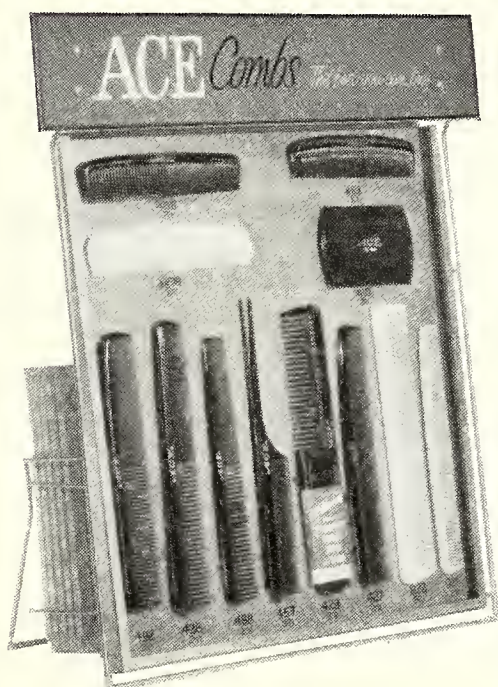
FREE ACE comb counter dispenser

customers select—you sell

SPACE-SAVING • MONEY-MAKING • PILFER-PROOF

holds 6 dozen combs

stock up with Ace combs and push up your profits



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The INECTO Guide to Home Hair Colouring

**These Inecto products cover every
possible home hair colouring requirement
for every one of your customers**

Sales figures prove that year after year more and more women are turning to Inecto for hair colouring. Inecto—the most knowledgeable hair colourists in the world—is the name your customers know and trust. Whether for a gentle shampoo with a hint of colour, a glorious semi-permanent, a rich permanent colouring or a stunning bleach, the fabulous Inecto range has *exactly* the shade *every one* of your customers wants!

INECTO HINT OF A TINT A skilfully blended luxury shampoo plus a subtle hint of colour, in one sachet, for regular weekly use. Retail price 1/2 a sachet. Wholesale price 8/- a dozen plus P.T. Available in an attractive counter display outer, complete with colour selector, which contains 1 dozen of each of the 5 shades. Wholesale price 40/- plus P.T. **Your profit 4/- per dozen**

INECTO HAIR MAGIC An easy-to-use semi-permanent colouring available in three series—Shampoo, Brush-On and Fantasy Series. The Brush-On has been created to cover and colour hair up to 50% grey and to restore colour to faded hair. Retail price 3/6. Wholesale price 2/- per bottle plus P.T. **Your profit 1/- per bottle**

INECTO HI-LIFT The lanolised ultra bleach for lightening and brightening the hair or for white bleaching. Retail price 3/6 per carton. Wholesale price 2/- per carton plus P.T.

Your profit 1/- per carton

INECTO FOUR-IN-ONE A permanent, non-fading, oil-based colouring which lightens, brightens, colours in one application. Ideal for covering grey or white hair. Retail price 4/8. Wholesale price 2/8 per carton plus P.T.

Your profit 1/4 per carton

INECTO RAPID A permanent, non-fading liquid tint giving 100% coverage on any amount of grey or white hair. Retail price 4/8. Wholesale price 2/8 per carton plus P.T. **Your profit 1/4 per carton**

INECTO COLOUR CRÈME A permanent, non-fading colouring in crème form which gives 100% coverage on grey or white hair. Retail price 6/4. Wholesale price 3/7 per carton plus P.T. **Your profit 1/10 per carton**

INECTO CRÈME FOR MEN A permanent, non-fading colouring in 6 sensibly masculine shades. It gives 100% coverage on any amount of grey or white hair. Retail price 6/4. Wholesale price 3/7 per carton plus P.T. **Your profit 1/10 per carton**

INECTO CRÈME HAIR LIGHTENER A soft, gentle crème which lightens the hair 3 to 4 shades and leaves it in superb condition. Retail price 3/6 per carton. Wholesale price 2/- plus P.T. **Your profit 1/- per carton**

INECTO HAIR COLOUR STAIN REMOVER An instant-action hair colour stain remover with a delightful perfume. Retail price 2/11 per bottle. Wholesale price 1/8 per bottle plus P.T.

Your profit 10d. per bottle

INECTO SHAMPOO HAIR COLOUR REMOVER An instant hair colour remover for semi-permanent and temporary colourings. May also be used as a lacquer remover. Retail price 2/11 per bottle. Wholesale price 1/8 per bottle plus P.T. **Your profit 10d. per bottle.**

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INECTO
Colour Crème

INECTO
Crème for Men

INECTO
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Hint of a Tint

INECTO Crème
Hair Lightener

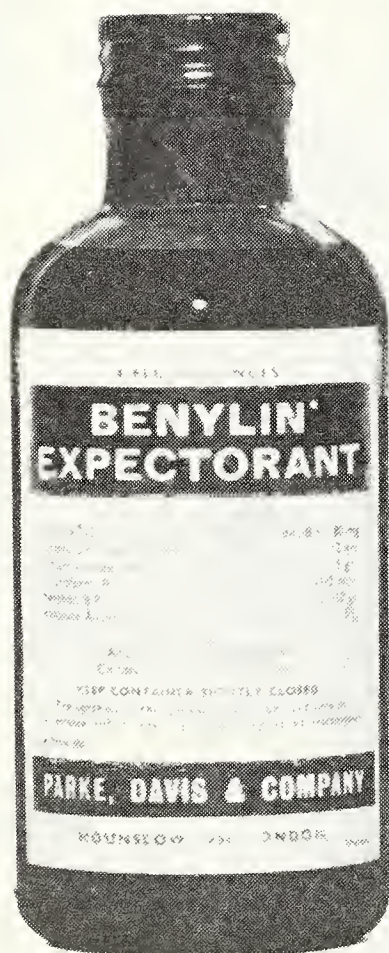
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Hair Magic

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Shampoo
Hair Colour
Remover

INECTO
Rapid

INECTO Hair
Colour Stain
Remover

INECTO *the most complete range of hair colourings in the world*



Potable



Portable

New BENYLETS* provide your customers with the established advantages of Benylin Expectorant* in a convenient, easy-to-carry form. BENYLETS check excessive coughing, soothe sore throats, relieve nasal and bronchial congestion. *In tins of 24—retail price 2/9 inc. P.T.—trade price 18/10 per doz. plus 4/8½ P.T.*

Benylin is *the* linctus—now BENYLETS are *the* lozenges.

*Trade mark

PARKE-DAVIS

NEW PRODUCTS AND PACKS

MEDICAL AND VETERINARY SPECIALITIES

Breath Deodorant and Analgesic.—Cottrell & Co. (J. Seward Cottrell & Co., Ltd.), 15 Charlotte Street, London, W.1, are distributors for the British Isles of two American specialities. The first is an antiseptic breath deodorant for professional use by dentists. Presented in a pocket-size plastic squeeze bottle, it is suitable as an applicator for personnel in the surgery. A bottle kept handy for patients' use makes work more pleasant. The second product, Benzodent, is offered as "the ideal medium for easing the critical 'breaking-in' period for denture patients." Its properties are analgesic, adhesive and antiseptic.

Powder for a Liquid Antacid.—To meet requests from medical practitioners, the Bayer Products Co., Winthrop House, Surbiton-upon-Thames, Surrey, have produced a "pulv. pro mist. Actal" for making up with water in the dispensary to form an antacid mixture corresponding to the company's Actal tablets, principal ingredient of which is sodium polyhydroxyaluminium monocarbonate hexitol complex. Labels are enclosed in each pack for attaching to the mixture so that it may be used by the patient within two months of preparation. One ounce (28.4 gm.) of "pulv. pro mist. Actal," mixed with sufficient water, produces 8 fl. oz. of mist. Actal. The powder is issued in an outer of six lever-lid tins each containing 150 gm. Each 5 mls (one teaspoonful) of the prepared mixture is the equivalent of one Actal tablet.

Veterinary Nerve Sedative.—Parke, Davis & Co., Staines Road, Hounslow, Middlesex, announce the introduction of a new sedative agent for use in veterinary practice. Sernylan parenteral (phencyclidine hydrochloride) acts on the higher centres of the central nervous system, producing a state of sensory deprivation. An animal's apprehension of strange surroundings, procedures, manoeuvres, restraint, etc., becomes markedly diminished. According to dose and species, various degrees of sedation, catalepsy, analgesia and anaesthesia are produced. Sernylan is indicated for immobilisation, restraint or sedation in a wide range of animals, and is also useful for the potentiation of general anaesthetics. It may be administered subcutaneously, intramuscularly or intravenously, the dose depending on the effect required. Sernylan is available in 10-ml vials of solutions of 20 mgm. and 100 mgm. per ml. The product should only be supplied on production of a prescription signed by a duly qualified veterinary surgeon or veterinary practitioner.

COSMETICS AND TOILET PREPARATIONS

New Lipstick Shades.—Chesebrough-Pond's, Ltd., Victoria Road, London, N.W.10, have brought out a new Forbidden Fruits series of lipstick colours (wild orange, hot chestnut, intoxicating cherry and cranberry crush).

In Honour of the Olympic Games.—Lancome (England), Ltd., 14 Grosvenor Street, London, W.1, have brought out

a new cosmetic shade in honour of the Olympic games (to be held this year in Tokyo, Japan). The new shade bears the Japanese name Sakoura, meaning "cherry blossom," and is intermediate between the company's *rose nacre* and *rose Persan*. Matching cream rouge and frosted nail varnish are available.

Luxury Bath Preparations.—A new luxury range of bath preparations launched by Harriet Hubbard Ayer under the name Ayeristocrat comprises



parfum de toilette, body lotion, bubble bath, talcum powder and soap, all with "fresh and slightly astringent" perfume. Distributors are Molyneux et Cie (Designs and Perfumes), Ltd., 63 Grosvenor Street, London, W.1.

A Perfume Now in the Range.—*Jonquille* was introduced as a Cologne and talc by Max Factor Hollywood and London (Sales), Ltd., 16 Old Bond



Street, London, W.1, in the Spring of 1963. Messrs. Factor have now added to the range *Jonquille* perfume. It is presealed in a handbag-sized glass phial.

One-wash Lemon Shampoo.—A new French of London lemon liquid one-wash shampoo put on the market by French & Scott, Ltd., 519 Cambridge Heath Road, London, E.2, will attract,



say the makers, thousands of women whose hair becomes dry and unmanageable after washing. It is "based on a revolutionary new formula which

never strips the hair of natural oils, but always leaves just the right amount to keep it soft, shining and easy to do." It is available in a 4-oz. bottle (with free sample of *Bonne Idee* reconditioning cream) or in sachets.

Bubble-bath Gift Set.—For the Easter season, Andre Philippe, Ltd., 71 Gowan Avenue, London, S.W.6, have produced a bubble-bath gift set in gold, maroon and white containing two newly designed bottles.

SUNDRIES

Bigger, Smarter Packs.—Redesigned packs for the Mothak aerosols made by Thompson & Capper, Liverpool (members of the Eucryl group of companies), and distributed by Premier Sales, Ltd., Southampton, have been "specially designed for modern retail selling." All the aerosols now have flat tops, enabling them to be stacked for display. The cans are also taller, enhancing their display value. They also offer better



value, containing approximately 40 per cent. more than their predecessors (average net weight 7 oz. against 5 oz.). Prices are unaltered.

For the Nursery.—Dalmas, Ltd., 215 Charles Street, Leicester, state that their Small Change nursery range is being extended by the issue of small Change "puff bunnies," described as absorbent rayon-wool balls packed in a window "dispenser box" (average content sixty).



SKIN LOTION AND HAND LOTION: By inadvertence an illustration of Blue Velvet hand lotion was shown last week over a caption relating to liquid Nivea skin lotion. The two products are here shown side by side. SOUTHALLS (SALES), LTD., Bessemer Road, Welwyn Garden City, Herts, recently introduced the liquid Nivea skin lotion as an all-over body lotion and skin moisturiser. It is claimed to have all the benefits of Nivea creme but in a liquid form, being non-greasy, easy to apply and completely stable. Recently, Messrs. Southalls adopted for their Blue Velvet hand lotion a reshaped bottle with redesigned label in blue and gold foil.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Dividends When R.P.M. Goes

SIR,—If there is not to be any price maintenance at all, how is the problem of the dividend to be regarded? Does it come by any means in the same category as savings stamps? E. A. COX, Hurstpierpoint, Sussex

Two Faces

SIR,—We are continually being requested by Pfizer, Ltd., not to buy antibiotics from unlicensed continental sources. Messrs. Pfizer have seen fit, however, by means of a subsidiary company, to launch a range of cosmetic products for direct selling to the public. Is this fair dealing on the part of Messrs. Pfizer? D. G. VAUGHAN, Leicester

Increase the Charge

SIR,—The time has now come for the Pharmaceutical Society to make another leap forward. Everyone agrees that N.H.S. remuneration is inadequate. Strike action would not be "ethical," but to increase prescription charges to the public would put us in line with all other services—nationalised, professional or commercial. An increase in the N.H.S. statutory charge from 2s. to 3s. or 4s. would be a strong protest without depriving the public of our services. The public would then be aware of our dissatisfaction.

E. A. DARLEY,
London, N.1

Offender Identified, Reward Paid

SIR,—On July 22, 1963 (see *C. & D.*, July 27, 1963, p. 92) we wrote to you on the subject of itinerant blindmakers posing as representatives of this or other reputable firms and obtaining exorbitant amounts of money for negligible services. You may be interested to learn that, as a result of our campaign, two men were convicted at St. Albans quarter sessions on February 19 of false pretences and sentenced on three charges to a total of fifteen months' imprisonment, besides being ordered to make restitution to the injured parties in the cases dealt with on that occasion. We are pleased to be able to report this matter and to inform you that the £100 reward offered in our original letter is being paid to Mrs. Copson, Barnet, whose complaint led to the apprehension of these men.

A. SHARP,
DEANS BLINDS (PUTNEY), LTD.,
London, S.W.15

Value of Interviewing M.P.s

SIR,—A deputation of Plymouth pharmacists headed by myself, Messrs. L. Simpson, C. Condy U'Ren and W. Eustace-Pedlar, interviewed Mr. Ian Fraser (Government Whip) and Miss Joan Vickers (Government backbencher) individually over the week-end. The pharmacist's point of view was forcibly expressed, but it is felt that there is greater realisation of the work undertaken by pharmacists, of his responsibility and of the necessity of

increased remuneration under the N.H.S. then there ever has been in the past. One point the R.P.M. agitation has driven home is that it is of the utmost value to interview M.P.s personally. That points the way for any future agitation or controversy that may arise.

MERVYN MADGE,
Secretary, Plymouth Branch,
Pharmaceutical Society

Splendid Effort

SIR,—The officers and members of the Manchester and District Benevolent Fund Committee wish to thank all individuals and firms who made possible the donation of a cheque for £300 to the Fund by Mr. W. Wilkinson (chairman, Manchester, Salford and District Branch of the Pharmaceutical Society); to Mr. H. Steinman (treasurer of the Society) on the occasion of the Manchester Pharmaceutical Association's president's evening which was held in the Edinburgh Suite, Belle Vue, Manchester, on March 4, and at which the principal guest was Professor A. D. MacDonald. President is Miss H. M. Latto.

IRENE F. A. LEWIS, *Social Secretary*,
Manchester Pharmaceutical
Association,
Manchester and Salford Branch

Essentials for Improved Status

SIR,—I have been following your correspondence columns with great interest of late, especially on the question of N.H.S. remuneration. I have also followed the arguments at Association and Branch meetings, and at meetings held by the Ulster Chemists' Association. At nearly every meeting it was brought to my notice the great difference which exists between the success of the negotiators for manual and engineering workers and the success of our own negotiators. Since the negotiators who operate on behalf of pharmacy are all excellent men, I feel we must look elsewhere for the reason for their lack of success. I feel that a very large factor which affects our negotiations is the fragmentation of our profession (retail pharmacists, hospital pharmacists and those pharmacists who are in industry). Among retail pharmacists alone there is further fragmentation into assistant pharmacists and proprietor pharmacists. All these categories make unified action an impossibility.

On the general scene I feel the time has come for the Pharmaceutical Society to alter its constitution to enable it to act for the good of all pharmacists (since it is the only body which represents all pharmacists, no matter which branch of the profession they work in), instead of being merely an examining and disciplinary body. While the Society could do much on the general scene to unify pharmacy, its action will be to no avail unless the rank and file pull together and stop indulging in petty practices, not expected from a highly qualified

(and poorly paid) professional body; much better to concentrate on running one's own business more efficiently, than watching how efficient the man across the street is. Until pharmacy becomes more unified in its many fractions, and until each pharmacist learns to respect other pharmacists, we cannot expect the respect of the Health Service negotiators, or the public.

It appears to me that a great proportion of our present complaints are of our own making and the cure for them is in our own hands, nobody can help us until we help ourselves. The general public has a firm conviction that every pharmacist is making pots of money, a situation which we know only too well does not exist. Is there no way in which this view can be altered by public relations? If it is not altered soon, then any stiff action which pharmacy may take to better its position will lack public support.

In Northern Ireland there are too many pharmacies, many of whose proprietors are barely making a living. This is a situation which can lead to poor standards of pharmacy being practised due to lack of capital. Surely it is the responsibility of the Society, in order to maintain good standards, to press for legislation to limit the number of licences issued to pharmaceutical premises.

At a meeting recently of the East Down Chemist's Association the following points were put forward for consideration:—

1. A basic salary for the pharmacist.
2. Payment for rota services provided by a chemist in any town where a doctor holds an evening surgery (i.e. after the contracted hours of pharmaceutical service).
3. Pharmacists to be able to mark prescriptions received after rota hours, in order to receive "urgent" payment.
4. Steps to be taken by the Society and all pharmaceutical bodies to have legislation passed limiting the number of pharmacies with a view to reducing the numbers to a point where each pharmacy had a potential 3,000-3,500 customers.

In giving effect to those recommendations the Government would be acting in the best interests of all concerned. Pharmaceutical proprietors would have more capital for improvements. They would be able to pay much better wages to qualified assistants, and the public would receive a service far above the present standard.

R. F. S. THORNTON, *Chairman*,
East Down Chemists' Association,
Newcastle, Northern Ireland

PRESCRIPTION SOLUTION

LAST week's problem prescription was for "Leather finger stall." Look again and it seems obvious. How could anyone have missed it?

The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at

28 Essex Street, Strand, London, W.C.2

TELEPHONE: CENTRAL 6565

TELEGRAMS: "CHEMICUS ESTRAND, LONDON"

Explosive in a Quiet Way

A QUIET revolution seems to have taken place behind the frontage of number 17 Bloomsbury Square, if the brevity of the public deliberations of the Council (see *C. & D.*, March 7, p. 227) is anything to go by.

To be fair, the real revolution has taken place behind the scenes, emerging in the report of the Council's "private" sessions. We refer to the change in title of the Public Services to the Practice Committee and to the Committee's redefined terms of reference. The change is in some degree, we believe, the outcome of widespread dissatisfaction among members of the Society concerning a number of important aspects of the profession. The new terms of reference show that the Committee is to become one of the most important of the committees of the Council, its function to organise prompt, adequate, efficient and remunerative pharmaceutical services and improve pharmaceutical business generally.

The Committee has made a good beginning by condemning the Industrial Court's award of 5 per cent. to hospital pharmacists. Its condemnation is, indeed (see page 265), in exceptionally forthright terms. It is noteworthy that the Committee's criticism is directed not merely to the finding of the Industrial Court but also to the Joint Industrial Council scale, which is described as "unrealistic and damaging." The Committee has shown immediate courage, for it may now have a sizeable problem on its hands in meeting the criticisms of those pharmacists who assisted in the formulation of that scale. In making its criticisms the Committee might be considered by some to be contradicting its own criterion "to have regard for the co-operation with bodies having sectional interests in pharmacy." However, we believe that some such sharp words may be necessary to persuade the various sections to see their individual problems as part of the whole scene. There is no doubt of the need for a "speedy review of the present situation through joint discussions" and we hope that they will take place at an early date and that thereafter the Committee will have a unifying effect on members as well as an improving effect on the conditions under which they practise.

Action Still Needed

WHATEVER the ultimate outcome of the Resale Prices Bill, and however slight or severe the blow it delivers to pharmacy, no member of the profession can justifiably criticise his leaders, or the officials or staffs of the various groups that have been actively ensuring that the

pharmacists' viewpoint is placed before all Members of Parliament. The prodigious amount of work that they have achieved within a short time, even as reflected in the output of printed matter, is impressive. Surely the most phlegmatic must appreciate the results of recent collaboration of the Pharmaceutical Society, National Pharmaceutical Union, P.A.T.A., and Company Chemists Association.

The resulting memorandum that was prepared, dealing with the amendments that should be sought, is an excellent document that deserves serious consideration by all the Members of Parliament to whom it was sent.

It is appropriate also to mention the work done by Sir Hugh Linstead, both inside and outside the House of Commons. He has been most assiduous in putting the pharmacists' viewpoint, culminating in his voting against the Government at the second reading of the Bill.

Another important contribution has been that by the small committee of the N.P.U. set up to consider objectively the likely effects if Resale Price Maintenance were to be abolished. That document (see p. 255) is useful not only for the information it gives but also for pointing the way for individual pharmacists to investigate the effect on their own businesses and provide the resulting information (in confidence, of course) to their local Members of Parliament before the committee stage of the Bill is reached. The executives and officers of the national organisations have provided the basic information. The next stage is for individual pharmacists to ensure that local M.P.s are made aware how gravely chemists view the absence from the Bill of an exemption clause for medicines and the ineffectiveness of the proposals relating to "loss leaders."

The N.P.U. makes the important point that "all sections of multiple and private pharmacy have presented a solid front in the struggle for retention of resale price maintenance, and it is most important that private chemists should not be panicked into cutting prices."

The stage has now been reached when the action of the individual pharmacist is likely to be the most potent weapon in the R.P.M. battle.

Thirty Years of Drug Supervision

THE Drug Supervisory Body in Geneva, Switzerland, has now completed thirty years of operation of the estimates system for the control of narcotic drugs. Its first statement of estimated world requirements of Dangerous Drugs related to the year 1934, and was prepared in 1933. It contained estimates for sixty-eight countries and 114 territories. The national authorities of forty-five countries and eighty-three territories prepared their own estimates; the estimates for twenty-three other countries and thirty-one other territories, which did not supply their own, were prepared by the Supervisory Body. The 1963 estimates related to 123 countries and fifty-nine territories, and the Supervisory Body prepared those for thirteen countries and seven territories. In 1934 the estimates dealt with fifteen narcotic drugs, all natural drugs, whereas the 1963 estimates covered fifty-four narcotic drugs, including twenty-six natural drugs (derivatives of opium or the coca leaf) and twenty-eight synthetic drugs.

The Drug Supervisory Body points out that total world estimates for the various drugs show even more striking changes. Estimated world consumption of morphine has declined from 9,370 kilos in 1934 to 4,852

kilos in 1962. For cocaine, the corresponding figure fell from 5,760 kilos in 1934 to 2,051 kilos in 1962. With diacetylmorphine the decline is even more dramatic: from 1,558 kilos in 1934 to 55 kilos in 1962. It may be mentioned in this connection that whereas, in 1934, forty-eight countries and seventy-nine territories submitted estimates concerning diacetylmorphine, in 1962 only twenty countries and nine territories did so, and the 1964 figures will perhaps be even lower. The D.S.B. also points out that total estimates for the conversion of morphine show a marked tendency to rise (from 32,979 kilos in 1934 to 135,963 kilos in 1962). That, states the D.S.B., is explained by the increasing use of morphine in the manufacture of codeine and ethylmorphine. Total estimated consumption of codeine has increased from 26,477 kilos in 1934 to 108,613 kilos in 1962, and for ethylmorphine the increase in the same period is from 2,832 kilos to 8,685 kilos. Such increases are due to rise in world population, improved living standards, increasing availability of medical care, and growth of modern medical services in a number of countries and territories in which, thirty years ago, they hardly existed.

Pharmacists need no reminding that the consumption of morphine as such has fallen, principally as a result of the appearance of a large number of synthetic drugs, particularly pethidine.

The increased use of synthetic drugs is underlined by the facts that, immediately after the 1939-45 war, only two synthetic drugs, pethidine and methadone, were in general use, whereas today estimates are supplied by governments for about thirty. Originally such substances were designated by their long and complicated chemical formulæ and marketed under a variety of names. That situation made them difficult to control, both at national and international levels. The work of the Supervisory Body has been greatly simplified since the World Health Organisation and the United Nations Economic and Social Council recommended the use of international non-proprietary names. Difficulties of carrying out the Opium Protocol of 1963 are mentioned. The Protocol requires the Supervisory Body to produce estimates of opium requirements, using principles that it has employed in respect of manufactured narcotic drugs. The morphine content of opium, however, varies widely according to the country of origin, or even according to the area in the country in which the opium is produced. Several governments reported that they were not in a position to indicate either the morphine or the water content of the opium in respect of which they furnish the Permanent Central Opium Board with statistical information, and the Supervisory Body emphasises that it will be unable to establish the opium requirements with the same degree of exactness as for manufactured narcotic drugs until the governments are persuaded to find a way to provide the Permanent Central Opium Board with those data.

The thirty years of narcotics control has not been experienced without problems arising, and the Supervisory Body refers in its report to difficulties due to annual estimates of requirements of narcotic drugs not being submitted by a number of governments by August 1—"in the year preceding that in respect of which the estimate is made." The Body now warns many countries, including those that have recently gained their independence, that punctual submission of estimates is the only means of ensuring that they will obtain all the medical supplies they need.

A somewhat familiar note of warning is given by the Supervisory Body in its warning to governments that "it will hardly be in a position effectively to carry the increased workload which results from the coming into force of the Protocol unless the secretariat, which it has jointly with the Permanent Central Opium Board, is appropriately strengthened."

It would indeed be a tragedy if the work of the Drug Supervisory Body were in any way trammelled by lack of support or staff. Its work, which is of the highest social significance, is essential. Almost equally important, the Drug Supervisory Body is a focus of international collaboration largely unhampered by polemics. The greater its success and the greater the number of other similar organisations, the more likely is international co-operation to extend to the more difficult sectors.

Any Business Questions?

I am thinking of extending by having a brick extension made to a small shop for stockroom purposes. Would this be allowable for tax relief in any way?

UNFORTUNATELY the cost of building a stockroom is not allowable for tax purposes either by deduction from profits or by way of capital allowances. The latter are restricted to industrial buildings such as factories and the stockrooms appropriate thereto. Any fittings, shelves, etc., would of course attract capital allowances.

I am thinking of purchasing a pharmacy. I believe it may be beneficial to me to run the business as a company. How do I form such a company, please?

ANY two persons, for example your wife and yourself, may form a company by filing the necessary papers with the Registrar of Companies and paying the appropriate duty. The papers are, however, technical and professional advice is necessary. There are numerous company registration agents who could assist you, but by far the wisest course is to consult a solicitor or an accountant who will be able to give you detailed guidance.

I am anxious about the effect of the Offices, Shops and Railway Premises Act on my premises. What are the requirements in respect of sanitary conveniences? Will I be allowed to make arrangements with other traders in order to avoid excessive costs?

THE detailed regulations under the Act relating to sanitary conveniences have not yet been published. The Ministry of Labour has indicated an intention to make regulations that will become effective in 1965. If you are unable to satisfy the regulations, arrangements may be made for staff to use conveniences provided for others, but all the requirements of the Act and Regulations must be met, and the conveniences must in all cases be conveniently accessible to the workers.

What are the legal requirements in offices and factories relating to the provision of thermometers?

THERE are slight differences in the wording of the requirements under the two Acts, but the Factories Act, 1961, now in force and the Offices, Shops and Railway Premises Act, 1963, which is to become effective on August 1 require that reasonable temperature must be maintained where employees are working. In factories the thermometers must be in specified places; in offices, etc., thermometers must be placed on every floor on which people are employed other than for short periods.

I am considering taking shares in a small company operating a pharmacy. How are such shares valued?

SHARE valuation is a difficult matter. Normally the basis for small businesses is "net assets." That involves adding together the values of all the assets, including goodwill, deducting the liabilities, and then dividing the resulting net figure by the number of shares to give a price per share. There are certain other factors to consider. For example, private companies must restrict the right to transfer their shares, and the nature of the restriction might be important. So indeed might the proportion of the total shares acquired. You would be well advised to consult an accountant.

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN "PUBLIC SERVICES" BECOMES "PRACTICE"

Industrial Court award criticised

THE Council of the Pharmaceutical Society, at its meetings on March 3 and 4, considered the minutes of the former Public Services Committee, which has been renamed the "Practice" Committee and given new terms of reference as follows:—

"To consider and report upon all matters relating to the conditions under which pharmacy is practised in its various branches, general, hospital, industrial, veterinary, etc., with a view to promoting adequate, efficient and remunerative pharmaceutical services and pharmaceutical business generally, with special reference to the authority and economic position of pharmacists, whether principals or employees."

In putting forward proposals the Committee will have regard to the need for co-operation with bodies having sectional interests in pharmacy and will make information available for their use if the circumstances indicate that action can more appropriately be taken by such bodies than by the Society. The Committee will function mainly by co-ordinating the work of subcommittees, of which it is intended there shall be four (general, hospital, industrial, and veterinary and agricultural).

"Derisory"

The minutes of the Committee recorded that it had discussed the Industrial Court award to hospital pharmacists and had expressed great concern at its implications. The Committee considered that (i) the award was derisory; (ii) the machinery of the Industrial Court had been proved to be unsatisfactory on two occasions; (iii) there existed a serious difficulty of recruitment into hospital pharmacy, as acute in Scotland as in England and Wales; (iv) the Joint Industrial Council scale was unrealistic and damaging; (v) in view of the interaction of decisions concerning the salaries of pharmacists in different branches there was urgent need for joint consultation. The Committee therefore recommended a speedy review of the present situation through joint discussions between representatives of the Society, the National Pharmaceutical Union and the Guild of Public Pharmacists. The Committee had expressed approval of the steps taken by the Society in conjunction with other organisations, in the matter of resale price maintenance.

At the beginning of the meeting THE PRESIDENT (Mr. C. W. Maplethorpe) had welcomed Mr. J. W. Goodchild (chairman, Scottish Department Executive). Mr. Maplethorpe said he had met Mr. Goodchild in Scotland and knew the high value of the work he had done for Scottish pharmacy. He hoped that Mr. Goodchild would get from the meetings an insight into the Council's work.

The Education Committee reported that during February seventeen persons had been registered as "student," making thirty-five registrations for the year, against ninety for the corresponding period of 1963.

The Committee noted that, as the closing date for receiving entries for Parts II and III of the Qualifying examination was March 1, the new increased examination fees could not be charged for the examinations to be held in June. Privy Council approval for the new fees was expected during April. The Council agreed with a recommendation by the Committee, in view of the Society's financial position, to make no educational grants to institutions for the year 1964/65 and to limit to a maximum of £5,000 grants to pharmacists and students in the same period.

The minutes of the Benevolent Fund Committee recommended increased grants to four retired married members. Other grants had been made or recommended to eight members, one former member, and eight widows of members. The recommendations were adopted. A legacy of £3,827 was reported received from the estate of the late Mr. Thomas H. Pimlott, West Kirby, Liverpool. Special attention was directed to contributions to the Birdsgrove

House Fund of £65 from Leeds Branch, £41 from its ladies' section and £40 10s. to the Benevolent Fund from the Branch, making £146 from one area.

The minutes of the Finance and General Purposes Committee, presented by THE TREASURER (Mr. H. Steinman), referred to the gift of a tray of Rhodesian copper from the Pharmaceutical Society of Rhodesia and Nyasaland as a "token of gratitude for the co-operation and fellowship which exists between the two Societies," and to mark the dissolution of the Society of Rhodesia and Nyasaland [separate Societies were being formed in Northern and Southern Rhodesia].

A special meeting of the Committee on March 2 had considered the Society's financial position and the income to be derived from personal and premises retention fees. The Committee had asked for an explanatory memorandum to be prepared and circulated to members.

The Law Committee reported that, during January, the Society's inspectors and agents had visited the premises of 648 authorised sellers and 567 drug-store proprietors, grocers and similar traders. It had been recommended that warning letters should be sent to two of the traders.

It was also reported that the plaintiff in an action for libel and slander of goods, arising from a statement published in the Society's journal, had now served a notice of discontinuance of his action, and that, so far as the Society was concerned, the matter was now at an end. A letter from the Home Office invited the Society's observations on proposals for stricter controls on amphetamine preparations and similar products and the Council agreed to the Committee's recommendation to inform the Home Office of the Society's agreement to the suggested measures, but urging that the Home Secretary should be given power to require a manufacturer to alter a product's physical appearance.

The minutes of the Ethical Committee referred to three infringements of the rules on the advertising of dispensing services that had been taken up with the members concerned, and for which acceptable letters of explanation had been received. An interim report was given on suggestions for dealing with the pharmaceutical service in rural areas of Scotland where it had found necessary to close down pharmacies. Recommendations made by the Scottish Department Executive had been discussed by the Committee.

The Codex Revision Committee reported that subcommittee chairmen had been appointed as follows: Formulary standards, Dr. Garratt; pharmaceutical chemistry A, Professor Stenlake; pharmaceutical chemistry B, Mr. Johnson; pharmacognosy A, Professor Fairbairn; pharmacognosy B, Dr. Rowson; pharmacognosy C, Dr. Garratt; pharmacy, Dr. Davis; surgical dressings, Mr. Tansley.

A scheme received from the Editor of the Codex proposed changes in the arrangements for revising the formulary section so as to deal with the increased amount of revision necessitated by the change to the metric system. As it was understood that a new edition of the British National Formulary was due for publication in the spring of 1966, it was to link publication of a Codex supplement with the new B.N.F., with a tentative publication date in December 1965. It was agreed that the Editor should ask the Dunlop Committee to what extent the Committee wished to be informed of proposed changes in B.P.C. formulas.

Report on Formulary Amendments

The minutes of the Publications Committee, presented by its CHAIRMAN (Mr. E. A. Brocklehurst) included a report on amendments to the B.N.F., 1963. Of twenty-five important amendments and corrections to composition, strength or dosage, twenty had resulted from British Pharmacopœia

and British Pharmaceutical Codex amendments published after the B.N.F. had been issued, the Formulary being thus correct at time of publication. Seventeen of the twenty amendments had resulted from the decision by the Codex Revision Committee, following criticisms received from ophthalmologists after publication, to revert to earlier formulas for eye-drops. Of the other five, two had been made by the Committee when it had met to consider criticisms after publication. Only three had been due to editorial or printing errors. As the Dental Practitioners' Formulary had been published after the standard edition of the B.N.F. had closed for press, the relevant section of B.N.F. could

not be brought up to date except by amendments. Most of the amendments to proprietary equivalents listed in the text had arisen because manufacturers had disagreed with the equivalents given in the book. The Committee decided that, except for the rather large number of omissions from the index, there had been no editorial carelessness in producing the B.N.F., 1963, and that the number of corrections due to editorial errors was no greater than on previous occasions. The Committee also agreed that there had been no undue delay in issuing the amendments. The minutes of the Committee were received and the recommendations adopted.

A VERSATILE PHARMACIST

Luke Howard (1772-1864)

as chemical manufacturer, scientist and social reformer

M. SCHOFIELD, M.A., B.Sc., F.R.I.C.

WITH the centenary of Luke Howard's death in March 1864 come reminders of both his partnership with William Allen, 1797-1806, in the famous pharmaceutical business at Plough Court, Lombard Street, London, from which sprang Allen & Hanburys, Ltd., and of the equally noteworthy chemical manufacturing concern that is today Howards of Ilford, Ltd. (a member now of the Laporte group).

Luke Howard might well have become, like his father, a tinsmith, or like his brother Thomas Howard, founder of the Rotherhithe Ironworks, an ironfounder. Instead he became, at fifteen, after some private schooling at Burford, Oxon, where he claimed to have learned "too much Latin but little else," apprentice to a Stockport Quaker druggist Ollive Sims. At Stockport, and later as assistant in a wholesale druggist's business in Bishopsgate, London, he organised after business hours his own private studies in chemistry, botany and French, becoming a "fan"—to use the modern idiom—of Lavoisier. During his Stockport apprenticeship Luke's father, Robert Howard, wrote demanding an account of his attention to duties and of his expenses, on one occasion concluding with that oft-quoted remark: "Chemistry is a noble science and becomes useful in many sorts of business as well as a lasting source of amusement." At the age of twenty-three Luke was set up by his father at 29 Fleet Street, London, as a retail chemist.

Partnership With Allen

His entry into partnership with William Allen in 1807 is regarded by historians of chemistry as the start of his rise as a manufacturing chemist. Howard lived then at Tottenham, and spent the rest of his life there and at his Yorkshire estate at Ackworth. His success in developing ever new additions to his range of pharmaceuticals was remarkable at a period at which he was becoming noted for other interests, to which he made important contributions. In 1800, for example, he contributed a botanical paper before the Linnean Society, and so great became his interest in meteorology (he kept a meteorological register from the year 1806) that he is listed among the founders of the science. "From the first my *penchant* was towards meteorology" he wrote to Goethe during his correspondence with that philosopher. Goethe wrote two poems in his honour, both in recognition of his work in meteorology. Howard's studies of cloud formation and a paper to the Askesian Society on "The Climate of London" won him further renown, and his treatise on "Modifications of Clouds" bequeathed such terms now standard, as cumulus, cirrus and stratus. He was elected a Fellow of the Royal Society in 1821.

Since 1814 Luke Howard had been able to give more time to activities away from his business, having there an

invaluable foreman, one Joseph Jewell, a man with no academic training yet of such practical worth that Howard made him a partner in 1813. That procured for Howard the leisure to link with William Allen in championing the causes adopted by Quakers, such as the abolition of the slave trade and the presenting of addresses to ambassadors of Russia and of Prussia. Howard was in Germany in 1814 administering Quaker funds for the relief of the poor after Napoleon's invasion.

Before Luke's two sons came to take charge of the ever-expanding business, Howard with the hard-working Jewell, had developed a manufacturing laboratory into a flourishing works at Stratford. While in partnership with Allen he had supervised the production of liquor ammoniac, potassium acetate, copper carbonate, acetic acid, succinic acid prepared from amber distillates, and silver nitrate, ethyl nitrite, pure borax (from eastern tincal), and "vitriolic ether," the last-named after John Dalton, a regular correspondent, who had asked for some for experimentation. In histories of ether it is often forgotten how the early British manufacturers contributed a practical side to the story, yet before 1846 Howard's ether, produced under the supervision of foreman Jewell, was noted for its quality. Jewell was the author of doggerel verse on the subject (as he was on other work at Stratford) including a claim to priority in making a purer product:

*And then the aether which I made,
Claimed nearly all the aether trade
Throughout the trading nation;
And I with confidence might say,
That none before me knew the way
To do the operation.*

(Jewell claimed a 20 per cent. greater yield than that of any rival manufacturer.) When Luke Howard prepared quinine from cinchona alkaloids, possibly on the lines of Pelletier's work, Jewell claimed an improved technique. His verses opened with a tribute:

*And when the quinine trade begun
Frenchmen got nearly all the run . . .*

Founder of a Tradition

In the history of the Howards' organisation there are references to Luke's additions to the products made from 1800, including salts of mercury, bismuth and cobalt; citric acid and potassium citrate from lemon juice; tartaric and oxalic acids and their salts; spirit ammon. aromat., spirit ammon. foetid., lin. camph. co., ethyl acetate and ethyl chloride, opium alkaloids, Rochelle salt, zinc sulphate and acetate, antimony sulphide precip., calomel and pure camphor, iodides and other preparations. He died in his ninety-third year, long after he had been freed from the demands of the flourishing business, the Howard tradition being carried on by his sons and grandsons.

Pharmacy and Medicine in Georgian Edinburgh

REMINDERS OF "A MORE SPACIOUS TIME"

IT is eleven years since MR. C. G. DRUMMOND spoke at an evening meeting of the Pharmaceutical Society in Edinburgh on "Pharmacy and Medicine in Old Edinburgh" (see *C. & D.*, January 31, 1953, p. 112), and on that occasion he was concerned with the early eighteenth century. He added another chapter to that history on January 15 when he returned to give an address on "Pharmacy and Medicine in Georgian Edinburgh," extracts from which are here given.

The Edinburgh I described on the last occasion was, in the main, the old town which housed the whole population in all walks of life. By the early nineteenth century the picture had changed. The first tentative steps to cross the valley to the North had been taken about thirty years earlier and, with increasing enthusiasm, the wealthier section of the community forsook its gregarious existence in the closes and wynds for the more spacious life in Princes Street—as it then was—and beyond. As time went on, the houses they had vacated were divided and subdivided until the name "Old Town" became synonymous with overcrowding, poverty and insanitary housing. The change in habitat brought with it commercial problems for the business man who had catered for all classes and all tastes in the High Street and Canongate. The migration of shopkeepers to the New Town was delayed for a time by the fact that the proprietors of houses there disliked the idea of shops in the new streets, and Lord Cockburn records that in 1810 there were not half-a-dozen shops west of St. Andrew Street. But in due course, as the New Town grew, and accommodation became available, the more adventurous began to set up business—some transferring completely from their original sites, some opening branches while still keeping a cautious foot in the ancient centre, and some making a completely fresh start. Pharmacy followed the general pattern, though more cautiously, and it seems to have been round about 1820 that any significant change became visible. In that year, out of about forty establishments giving pharmaceutical service, twenty-six were still in the old town—twelve of them in the Royal Mile, two in Princes Street, one (Duncan & Ogilvie, now Duncan, Flockhart & Co.), at 52 North Bridge, and one in George Street.

Recent Changes

Six or seven years later there were no fewer than five pharmacies between the Register House and Hanover Street, and before long there were others in St. Andrew Square and Hanover, Frederick and Castle Streets. In our own day much of the New Town is no longer residential and pharmaceutically the position has reverted to that of 1820. A good example of the changes may be seen in our own York Place. At one time it was entirely

residential, and in 1820 the house owned by the Pharmaceutical Society at No. 36 was occupied by Sir Samuel Shepherd, Lord Chief Baron of the Court of Exchequer in Scotland, who was on terms of close intimacy with Sir Walter Scott. It is certain that Scott was a frequent visitor within these walls.



Carboy (to right of lamp standard) signposts the former Waterloo Place pharmacy of H. C. Baildon, the history of whose business was recounted in the *C. & D.*, September 9, 1959, p. 21).

It is worth recalling that pharmacy in Edinburgh developed under the surgeon, and that its progenitor was James Borthwick who, in 1657, became the first Surgeon-Apothecary. Not until the demise of the barber-surgeons in 1778 was pharmacy free of its long servitude. In the keeping of the Scottish Department are the Articles of Incorporation of the Society of Druggist-Apothecaries, a body set up in 1785 as a separate pharmaceutical organisation. Although there was, on paper at least, a complete break, the association of surgery and pharmacy persisted well into the nineteenth century.

I shall now try to link the period with some early prescription books in the possession of the Scottish Department and with some other material. The earliest prescription book in the Department's collection dates from the close of the year 1820. It came into the Society's possession about three years ago when the pharmacy of Mr. R. McCaig closed down. That pharmacy was in Dundas Street and it had given over a century of service at the same address. The period covered by the book was 1820-25 and its origin was traced to Scott & Orr, one of the number who had commenced business in the Old Town.

The prescription book discloses that Scott & Orr were apothecaries of high repute, and many famous people are immortalised in it. In general the prescriptions show a marked cathartic tendency, though astringents appear from time to time. There is a pronounced absence of soporifics, though the sedative properties of valerian were appreciated. The Marchioness of Tweeddale was supplied in 1821 with twenty-four cathartic pills. So, also, was the Hon. Lady Ferguson, while the Marchioness of Lothian was pre-

scribed an electuary of scammony, jalap and senna. Lady Sinclair, on the other hand, took pills of calomel, antimony and rhubarb, while Mrs. McQueen of Braxfield partook of pills of colocynth and Colonel Wauchope of Niddry indulged in aperient powders of aloes and calumba, an inelegant form of medication requiring a soldier's courage.

Archibald Constable, publisher and partner of Sir Walter Scott, took his aperient in the form of a draught containing jalap, rhubarb and senna, the whole rendered more palatable by the addition of syrup and peppermint water. A Colonel Duff, who evidently numbered among his trophies from service abroad recurrent attacks of gout, was supplied with 126 doz. pills of guaiacum gum. Pharmacists today who complain of the prescribing of large quantities of tablets and capsules might reflect on the task involved in massing, rolling, cutting and rounding and finishing 1,512 pills.

Of the few sleeping preparations, there is one for Mr. George Forbes:—

R Tinct. Humuli Lupulus 3 ii

Two teaspoonfuls mixed with warm water to be taken at bedtime. The tincture will probably be familiar to older pharmacists, though it is unlikely that tincture of hops is now prescribed anywhere. One would not imagine that there were any addiction problems connected with it.

A prescription for Miss Sophie Tod was in the form of a simple lotion of gr. 30 of sulphate of zinc in 6 oz. of rose water. The prescriber was Dr. J. Abercrombie, a graduate of Aberdeen, M.D. of Edinburgh and subsequently physician to the King in Scotland. Pharmacy's special interest in him is that he was surgeon to the Royal Dispensary in West Richmond Street, for many years a school famous in the teaching of pharmacy, and conducted there a form of polyclinic, teaching his own apprentices and other students.

In Advance of His Time

Yet another prescription is initialled W.P.A. It is safe to assume that these initials identify William Pulteney Allison, nephew of James Gregory. His interest in the effects of poverty and environment on health and ill-health, and his efforts to effect improvement, were in advance of his time. He was convinced of the relationship between epidemic disease and poverty, and some of what Allison wanted to see was realised in the Poor Law of 1845, about twenty years after his first representations. It is perhaps insufficiently realised how much of social progress stems from the observation, the determination and the humanity of physicians such as Allison.

There is a prescription for pills to be labelled "Sir Ashley Cooper's Alterative Pills," a pill compounded of calomel and rhubarb, differing but little from the countless others of the time. Dr. Douglas Guthrie, in "A History of Medicine" states that for some

years Cooper, who practised in London, earned not less than £15,000 a year, a considerable income at that or any other time. But Cooper's reputation, despite the prescription, was as a surgeon and pupil of the famous John Hunter.

A prescription coming into the family heirloom category, since it had been originally written in 1811 and was presented to Robert Scott for dispensing in 1823, is signed James Gregory. It is simple and direct, consisting of three preparations, the first



Labels typical of Edinburgh pharmacies of the period.

for 4 oz. of tinct. gentian co., described as "the stomachic elixir"; the second for an aloe pill and the third for magnesium carbonate. Gregory needs little by way of introduction to an Edinburgh audience as he was professor of medicine at the University. Pharmacists, and others, remember him best for his compound powder of rhubarb, consisting of rhubarb, ginger and magnesia, a wholesome product which held an honoured place in the British Pharmacopœia until 1958.

Now I propose to take a short look at the drugs. Most, and their form of presentation, are familiar to pharmacists of my generation, for there was little change in the general form of treatment over a period of a hundred years. The more bizarre treatments of a century earlier had gone—the millipedes, the frog-spawn water and such other oddities as earthworms and the blood of pigeons. Pills, mixtures, lotions, powders, liniments and ointments—all, of course, extemporaneously prepared—were made the vehicle for a large assortment of, in the main, vegetable drugs, used empirically. While it may be asked how much good they did, it can at least be asserted that they did little harm.

"Scotch Paregoric"

The root of *Daphne mezereum* appears in one of the prescriptions. I cannot recall having dispensed it in any form but the plant was still a botanical specimen in 1925. Opium appears but seldom, as though there had been one of those periodic revulsions after what was undoubtedly over-prescribing of the drug in the early eighteenth century. By 1820 its principal use, apart from its presence in paregoric elixir and Dover's powder, appears to have been external in liniments. And paregoric was, of course, what came later to be known as "Scotch Paregoric," an ammoniated tincture of opium with camphor, for it must be remembered that the first

edition of the British Pharmacopœia was still forty years in the future. London, Edinburgh and Dublin still published their own pharmacopœias.

Cough mixtures contained the customary squills, papaveris syrup, tolu and honey, differing little from the drugs of Galen himself and not without their devotees today. Nerve sedatives relied greatly on valerian. Indeed it may confidently be asserted that few of the prescriptions appearing could not have been made up from stock as late as probably 1930 or even later. Preparations of cinchona, guaiacum, jalap, calumba, myrrh, gentian, rhubarb, hyoscyamus, aloes, and many others, were all familiar to my own generation, and have not yet quite disappeared from the scene. On the chemical side, ferrous carbonate, calomel, chalk, magnesia and sulphur were regularly in use. Perhaps a little ahead of its time was a prescription written in 1823 by Dr. James Hamilton, jun. for 3 oz. of tincture of iodine, of which ten drops were to be taken in a small cup of coffee. A little unusual to us is a prescription for tinct. lyttæ (i.e. cantharides) in 4 oz. of tinct. benz. co., two teaspoonfuls mixed in a wineglass of gruel to be taken every night at bedtime. The purpose was diuretic. Also unusual in our experience is:

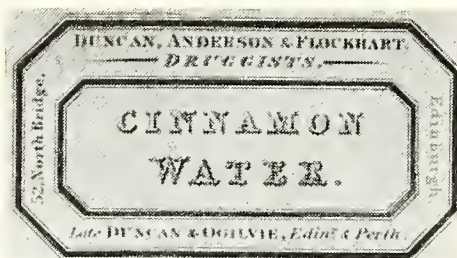
R̄ Croci Sativ. Stigmat. 3 ii

Mittee tales xii

Each parcel to be made as directed into four cupsful of saffron tea.

Today each parcel would cost about 12s. 6d. or 15s.

Pharmacy of the early nineteenth century was not concerned exclusively



Sole survivor (in modified form) of the great names of Edinburgh's Georgian pharmacies.

with the dispensing of medical prescriptions. The files of Edinburgh newspapers disclose that the art of advertising nostrums was not unknown. In the *Edinburgh Advertiser*, May 17, 1825, the following appears:

THE APERIENT EFFERVESCENT POWDERS

THESE powders produce an Effervescent Draught much more grateful to the palate than Seidlitz or Soda Water, at the same time a mild and agreeable Aperient, peculiarly adapted to prevent accumulation of Bile, to remove Heartburn and Nausea and counteract Acidity in the Stomach. They are highly beneficial at those seasons of the year when the bowels are liable to become disordered, and thereby to occasion affections of the Head, Dimness of the Sight, Eruptions on the Skin and Fever; for although so mild that a child may take them, yet by repeated use they supersede the necessity of having recourse to Calomel, Epsom Salts and other strong and nauseous medicines which frequently debilitate the system without producing the desired effects. When the powders are taken after too free an indulgence in the luxuries of the table, particularly after too much wine, the usual disagreeable effects are prevented. The Aperient Effervescent Powders are prepared only

by T. Butler, Chemist to his Majesty in Scotland, 20 Waterloo Place, Edinburgh, where they may be had in boxes 3/6d. each; and they are sold for him by all the principal Chemists and Druggists in Scotland; but when procured elsewhere than at the Preparers, it will be proper to observe that his name and address as above are printed on the label and bill accompanying each box of the genuine powders.

Butler's had the unusual distinction of having a pharmacy in each of the capital cities of the British Isles, London, Edinburgh and Dublin, but only the Dublin one has survived. The Waterloo Place business was transferred to the more popular Princes Street in 1827, where it was first managed and then owned by H. C. Baildon, and it was in two rooms above the shop that the first Scottish board of examiners in pharmacy was founded in 1851. In the Society's collection are the first two prescription books of the Butler business—both in excellent condition, and both confirming the pattern of prescribing running through the prescription book of Scott & Orr. Book No. 1 indicates that the pharmacy had a *clientèle* no less distinguished than that of Scott & Orr. One prescription is for an eye lotion for Sir Henry Raeburn, and of particular interest to pharmacists is one for Capel Hanbury, the third of that name, who was a corn-chandler and then a malt manufacturer in Ware.

A Sole Survivor

It falls to be recorded that Duncan Flockhart & Co., North Bridge, is the sole survivor of the pharmacies of 1820. It appeared at that time as Duncan & Ogilvie. John Macfarlan, Druggist, 139 High Street, took over an existing pharmacy at 17 North Bridge, and eventually forsook retail pharmacy altogether in favour of manufacturing.

The history of the Scott & Orr prescription book was traced largely through the efforts of a young apprentice who, in 1833, pasted chemists' labels into a scrap-book. That boy was none other than John Mackay, later to become the secretary of the Pharmaceutical Society in Scotland for a period of thirty years. Mackay was a native of the city, and commenced his apprenticeship with Pugh & Plews in 33 Princes Street at the age of twelve. The keeping of that label book is evidence of an orderly mind, and a period as assistant with John Bell & Co., of Oxford Street, London, brought him into contact with the immortal Jacob Bell. Mackay proved to be fertile soil for the ideas of Bell, and it was naturally to him that Bell turned some years later to prepare the ground for forming a Scottish branch of the Pharmaceutical Society. He was honorary secretary in Scotland, a member of the Council of the Society in London, and a frequent contributor to the evening scientific meetings. His confidence and his energy may be judged by the fact that he opened a pharmacy in George Street at the age of twenty.

On the whole, the prescription book pages illustrate few changes of any significance over a period of 100 years. We who practise pharmacy today have witnessed greater changes in the short space of twenty-five years than previously took place in centuries.

CATCHING THE PANCAKE TOSSER

to boost 'Photoflux' sales!



Big, bold whole-page advertisements in the top photographic magazines will be selling Philips 'Photoflux' flashbulbs fast this winter. Using dramatic pictures like the one shown here, these advertisements will promote the whole range of Philips photographic lamps, too! And 'Photoflux' gets an extra sales boost by being featured in Philips Family Page national press advertisements.

BIG PRODUCTION SPEED-UP

Philips mean business with 'Photoflux'. They've doubled their production capacity to make sure that you'll get all the 'Photoflux' flashbulbs you order. So get ready for your biggest flash sales year—order fresh stocks of 'Photoflux' today.



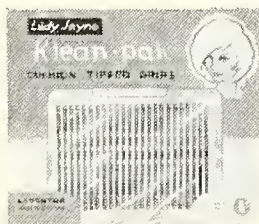
PHILIPS 'PHOTOFLUX'
FLASHBULBS

give you more chances to use your cash register!





waves are back for '64



No. 871
"Klean Pak" — 6d.
 Holding 24 cushion
 tipped grips in the new
 dust proof pack.

No. 333
 6 dozen Brush Rollers—
 3 sizes in counter
 display dispenser.
 Retail — Medium 5d.
 Large 6d.
 Extra Large 8d.

Femininity is here again—gone are the severe lines and boyish overtones of the past few seasons—girls are girls once more. Paris has decreed it—frills and bows, waves and curls are in for '64.

Lady Jayne Hair Accessories provide all the products to make the new hair styles, either in the professional salon or at home. Whatever the hairstyle there is a Lady Jayne Hair Accessory to create it.

Lady Jayne

LEADERS IN HAIR ACCESSORIES

LAUGHTON & SONS LTD · WARSTOCK ROAD · BIRMINGHAM 14.
 Telephone : MAYpole 2252

Cables : Laughton, Birmingham

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, MARCH 11: The markets for CRUDE DRUGS and PHARMACEUTICAL CHEMICALS showed little activity during the week but prices, where tested, showed a firmer tendency particularly among SPICES.

Offers of new crop AFRICAN GINGER were withdrawn pending a new appraisal of the crop position. The effect on spot material was a rise of 5s. per cwt. Cochin material for shipment jumped from 265s. to 310s., c.i.f., but Jamaican showed little change. CINNAMON QUILLS were increased by 4½d. per lb. also in the c.i.f. position. WHITE PEPPERS displayed a considerably firmer tone while some East Indian NUTMEGS were higher, particularly the b.w.p. grade. Only a few odd lots of SENNA PODS appear to remain on the spot, the manufacturing grade being extremely difficult to locate. Spot Indian DILL SEED added a further 5s. per cwt. on the week following the recent report of new crop shortages. Also dearer were KOLA NUTS and American LOBELIA HERB. For the first time this year Brazilian MENTHOL lost ground; spot and shipment offers were down by one shilling per lb.

Brazilian PEPPERMINT OIL fell by three-halfpence per lb. to 6s. 10½d., c.i.f., although spot holders did not follow the change. The only other movement among ESSENTIAL OILS was in CITRONELLA where the Ceylon oil was up 4½d. per lb. at 10s. 7½d., c.i.f., and the Formosan sixpence per lb. lower at 5s. 1½d., c.i.f.

Pharmaceutical Chemicals

BRUCINE. — 25-oz lots, ALKALOID and SULPHATE, 12s. per oz.

CAFFEINE. — ANHYDROUS and MONOHYDRATE for 50-kilo lots and over 28s. 1d. per kilo; CITRATE, 20s. 11d.

CALAMINE. — Five-cwt. lots, 1s. 11d. per lb.; 1-ton, 1s. 9½d.

CHARCOAL. — Medicinal activated, B.P.C. in 1-cwt. lots, £22 10s. per cwt.

CHINIOFON. — B.P. 1948, 58s. per kilo; CHINIOFONIC ACID, 83s. 9d. per kilo.

CHLORAL HYDRATE. — One-cwt. lots, 4s. 1d. per lb.

CREAM OF TARTAR. — Home trade: — One-ton lots, 241s. per cwt.; 10-cwt., 242s.; 5-9-cwt., 243s.; 2-4-cwt., 244s.; 1-cwt., 245s. (If supplied in bags deduct 5s.)

DICOPHANE. (DDT). — One-ton lots, 2s. 4½d. per lb.

EMETINE. — One-kilo lots, HYDROCHLORIDE, 11.431s. per kilo. — BISMUTH IODIDE, 4.952s. per kilo.

EPHEDRINE. — ALKALOID nominally 6s. 6d. per oz. SULPHATE, 4s. 6d. and HYDROCHLORIDE, 3s. 4d. per oz. Scarce.

FORMALDEHYDE. — B.P. solutions, 5-drum lots, 690s. per ton, delivered.

GLUCOSE. — Medicinal, B.P., POWDER, 71s. 6d. per cwt., delivered in 1-ton lots. LIQUID, basic price, 50s. 6d. per cwt.

GUAIACOLS. — LIQUID B.P.C., 16s. per lb., for 1-cwt. lots; CRYSTALS, 15s. 9d.; CARBONATE, 18s.

HEXAMINE. — B.P., 1s. 6d. per lb. for 1-ton lots, delivered in 1-cwt. bags. Technical is 1s. 5d. per lb.

HEXAMINE MANDELATE. — 50-kilo lots, 28s. 6d. per kilo; 1,000 kilos, 25s.

HYDROGEN PEROXIDE. — 27.5 per cent. (by weight). £115 per ton; 35 per cent., £138 in returnable carboys.

PARAFORMALDEHYDE. — B.P.C. is 1s. 3d. per lb. for 1-ton lots; 1s. 5d. per lb. for 1-cwt.

PIROTOXIN. — Per oz. 45s. 6d. (4-oz.).

PILOCARPINE. — In 1-kilo lots prices are: HYDROCHLORIDE, 1,498s. per kilo; NITRATE 1,251s. 6d.

PIPERAZINE. — Less than 50 kilos are: ADIPATE, 19s. 3d. per kilo; CITRATE, 18s. 6d.; HEXAHYDRATE, 14s.; PHOSPHATE, 20s. 6d.; TARTRATE, 19s. 6d.

Crude Drugs

ACONITE. — Spot. Spanish *napellus*, 2s. 8d. per lb.

AGAR. — Kobé No. 1, 12s. per lb. in bond; March-April shipment 11s. 9d., c.i.f. Spanish, 15s. duty paid.

ALOES. — Primes, 245s. to 250s. per cwt. spot. Extra primes 245s., c.i.f. for shipment. Curaçao, spot, 290s.

ANISE. — Chinese STAR, 165s. per cwt. spot, duty paid; f.a.q. for shipment, 115s., c.i.f.

ARROWROOT. — St. Vincent from 1s. 3d. to 1s. 6d., as to grade.

BELLADONNA. — HERB, 3s. 6d. per lb. ROOT, 1s. 7d. per lb.

BENZOIN. — Sumatra block spot from £22 to £40 per cwt. as to quality.

CALAMUS. — Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

CAMPHOR. — B.P. powder spot, 5s. 10½d. in bond; shipment, 5s. 6d. per lb., c.i.f. Synthetic, 4s. 6d. spot.

CASCARA. — Spot, 250s. per cwt.; shipment, 235s., c.i.f.

CASSIA. — Fistula, 105s. per cwt. landed: *lignea* (whole), for prompt shipment, 190s., c.i.f.; selected broken, 180s., c.i.f.

CHAMOMILE. — "Roman" type, 14s. per lb.; German, 7s.

CHERRY BARK. — Thin natural, 2s. per lb.; shipment, 1s. 11d., c.i.f.

CHILLIES. — Zanzibar, nominally 225s. per cwt. spot; shipment, 200s., c.i.f. Mom-basa spot, 200s.; shipment, 180s., c.i.f.

CINNAMON. — QUILLS, Ceylon (per lb., c.i.f.): 4 O's, 7s. 11½d.; single O, 7s. 3½d.; quillings, 4s. 8½d. BARK, Seychelles, 90s. cwt. spot.

CLOVES. — Zanzibar spot, 2s. 11d. per lb. standard grade; shipment, 2s. 7d., c.i.f.

COCHINEAL. — Canary Isle silver-grey 20s. per lb. nominal. Peruvian silver-grey, 15s. per lb., spot.

COCCILLANA. — Bark 1s. 8d. per lb. on the spot.

COLOCYNTH PULP. — For May-June shipment, 3s. 4d. per lb., c.i.f.

DIGITALIS. — *Purpurea* leaves, 2s. 6d. per lb.

ELEMI. — Spot, 1s. 11d. per lb.; shipment, not offering.

GENTIAN. — French or Spanish root scarce at 170s. to 180s. per cwt. spot; no shipment offers.

GINGER. — (Per cwt.) African, spot, 260s. per cwt.; new crop offers withdrawn. Jamaican No. 3 spot, 775s.; new crop, March-May 647s. 6d., c.i.f. Cochin, new crop for March-April shipment offered at 310s., c.i.f.

GUM ACACIA. — Kordofan cleaned sorts, 165s. per cwt. spot; March-April shipment, 152s. 6d., c.i.f.

HENNA. — Indian, for shipment, 65s., c.i.f.

HONEY. — (Per cwt.) Australian light amber, 157s. 6d. to 160s. and medium amber, 155s. to 157s. 6d. Argentine, 160s. to 165s.; Canadian, 187s. 6d. to 192s. 6d.; Mexican, 155s. to 160s. nominal, all ex warehouse.

IPECACUANHA. — Matto Grosso for shipment, 68s. per lb., c.i.f. and spot, 71s. Spot Colombian, 73s. 6d.; Costa Rican, 96s., c.i.f.; 98s., spot.

KARAYA. — No. 1 gum, spot, 400s.; No. 2, 330s. per cwt.

KOLA NUTS. — African, 6d. spot and 5½d., c.i.f. (per lb.).

LANOLIN. — ANHYDROUS B.P. is from 1s. 8½d. to 1s. 10½d. per lb. in 1-ton lots delivered free drums.

LIQUORICE. — Natural root: Russian 65s. per cwt.; Anatolian, 60s.; Anatolian decorticated, 170s. Block juice: Anatolian, 210s. per cwt.; Italian stick from 400s. to 475s. per cwt.

LOBELIA. — HERB, 8s. per lb., spot; Dutch, 4s. 6d. to 5s. 6d.

MACE. — Whole, pa'e blade, 14s. 6d. per lb. on the spot. Shipment, 14s. per lb.

MENTHOL. — Chinese: spot, 28s. per lb., duty paid; March shipment, 26s. 6d., c.i.f. Brazilian, 21s. to 22s., in bond and c.i.f., as to grade.

MERCURY. — Spot ex warehouse £87 per flask of 76 lb.

NUTMEGS. — West Indian spot, 80's, 9s. 3d. per lb. nominal; defectives, 6s. 9d. East Indian for shipment: 80's 8s. 2d. per lb.; 110's, 7s. 11d.; b.w.p., 5s., all c.i.f.

ORANGE PEEL. — Spot: Sweet ribbon, 1s. 8d. per lb., bitter quarters: West Indian, 10½d.; Spanish, 1s. 6d.

PEPPER. — White Sarawak spot, 3s. 2½d. to 3s. 4½d. per lb.; shipment, 3s. 2½d., c.i.f. Black Sarawak spot, 2s. 7½d.; shipment, 2s. 5½d., c.i.f. Black Malabar, 320s. per cwt. spot nominal; shipment, 285s., c.i.f.

PIMENTO. — Spot quoted at 714s. per cwt.; shipment, 580s., f.o.b.

PODOPHYLLUM. — Spot per cwt.: *Emodi*, 230s.; shipment, 210s., c.i.f. *Peltatum*, 320s., spot.

PYRETHRUM. — Extracts — partially dewaxed, 25 per cent. pyrethrins, 69s. to 65s. 6d. per lb.; pale 82s. 6d. to 79s.; crude oleoresin, 60s. 6d.

QUASSIA. — Spot, 57s. 6d. per cwt.

QUILLAIA. — Spot, 120s. per cwt.; shipment, 100s., c.i.f.

RHUBARB. — Chinese spot cleared; small parcel of 80 per cent. pinky, 15s. 6d. per lb. landed.

SARSAPARILLA. — Jamaican native red spot, 3s. per lb., shipment not offering.

SASSAFRAS. — Brazilian is from 2s. 6d. per lb., duty paid.

SEEDS. — (Per cwt.) ANISE. — Spanish, 245s., duty paid, CARAWAY. — Dutch, 165s., duty paid. CELERY. — Indian, 142s. 6d., spot; shipment current crop, 138s., c.i.f., and new crop for July-August, 135s., c.i.f. CORIANDER. — Moroccan, 57s. 6d., duty paid (sellers); shipment, 47s., c.i.f. (sellers). CUMIN. — Moroccan, 210s.; Iranian, 220s., both duty paid; shipment; Cyprian, 195s., c.i.f.; Moroccan, 185s., c.i.f. Iranian, 190s., c.i.f. DILL. — Indian, spot, 90s.; shipment quoted at 85s., c.i.f. FENNEL. — Indian firm at 135s., spot; shipment also quoted at 135s., c.i.f. FENU-

GREEK. — Moroccan, 48s. 6d., duty paid (sellers); shipment, 37s. 6d., c.i.f., quoted. MUSTARD. — English, 45s. to 72s. 6d., according to quality.

SENEGA.—Spot washed 21s. 6d. per lb.; f.a.q. (now landing) offered at 20s. 6d.

SENNA. — (Per lb.) *Tinnevelly* LEAVES, spot: Prime No. 1, 2s. 3d.; prime No. 2, 1s. 9d.; No. 3, f.a.q., in short supply at 1s. 4d. PODS: hand-picked: *Tinnevelly*, 3s. 1½d. ex wharf. *Alexandria* pods: Scarce with only odd lots of hand-picked at prices according to grade and manufacturing at 2s. 9d.

SHELLAC. — F.O.T.N., 185s. per cwt., No. 1, 192s. 6d.; F.O., 210s. to 275s.

SLIPPERY ELM BARK. — Spot 3s. 4d. to 3s. 6d. per lb.

SQUILL.—Italian, spot virtually cleared, nominal value, 200s. per cwt.; Indian 90s.

STRAMONIUM.—Continental LEAVES 85s. per cwt. spot.

STYRAX. — Spot, 19s. per lb.; shipment, 18s., c.i.f.

TONQUIN BEANS.—Para spot, 5s. 3d. per lb.; shipment, 4s. 9d., c.i.f.; Trinidad, 6s. 6d., spot.

TRAGACANTH.—No. 1 ribbon about £190 per cwt. No. 2, £180, spot.

TURMERIC.—Madras finger, spot, quoted at 170s. per cwt.; new crop March–April shipment, 134s., c.i.f.

VALERIAN ROOT. — Spot: East European, 175s. per cwt.; Indian, 175s. Shipment: Continental, 172s. 6d. to 214s., c.i.f.

VANILLIN.—Rates (per lb.) are now:—5-cwt. lots, 21s. 6d.; 1 cwt., 21s. 9d.; 56-lb., 22s.; small quantities, 22s. 6d.

WAXES. — (Per cwt.): BEES'. — Dar-es-Salaam, spot, 445s.; shipment, 425s., c.i.f. Sudanese, spot, 385s., in bond; shipment, 365s., c.i.f. CANDELLILA, spot, 465s.; forward, 460s. landed. CARNAUBA, fatty grey, spot, 290s.; shipment, 265s., c.i.f.; prime yellow, spot, 730s.; shipment, 710s., c.i.f.

WITCH HAZEL LEAVES.—Spot quotations are 2s. 6d. per lb.

Essential and Expressed Oils

ALMOND.—Imported sweet oil is 6s. 9d. per lb., spot.

ANISE. — Chinese, 13s. per lb., spot; shipment, 11s. 9d., c.i.f.

CALAMUS.—Spot, Indian, 95s. per lb. as to source.

CANANGA.—Spot, 28s. per lb.

CARDAMOM.—Indian from 225s. per lb., spot.

CITRONELLA. — Ceylon spot, 10s. 9d.; shipment, 10s. 7½d. per lb., c.i.f. Formosan, 6s. in bond; March–April shipment, 5s. 1½d., c.i.f.; Chinese, 6s., in bond, 5s. 4½d., c.i.f.

CLOVE.—Madagascar leaf spot, 7s. 3d. per lb., duty paid; shipment, 6s. 6d., c.i.f. RECTIFIED 87–88 per cent., 12s. Distilled bud-oil, ENGLISH: B.P., 26s. per lb. for 1-cwt. lots.

CORIANDER. — Russian oil, from 35s. to 40s. per lb., spot.

CUBE.—Spot supplies of imported are 85s. per lb.

DILL.—Imported, 31s. per lb., spot.

EUCALYPTUS. — B.P. 70–75 per cent., 6s. 6d. per lb.

FENNEL.—Spanish sweet, spot, 13s. per lb.

GERANIUM.—Bourbon, 85s. to 92s. 6d. per lb. on the spot.

JUNIPER. — B.P.C. 1949 oil is from 15s. 6d. per lb. JUNIPER WOOD, from 5s.

LAVANDIN.—From 20s. to 27s. per lb. as to quality.

LAVENDER.—Spot, 25s. to 35s. per lb. as to quality.

LAVENDER SPIKE.—Firm. Spanish, new crop, 18s. 6d. per lb.

LEMON. — Spot Sicilian from 26s. to 37s. 6d. per lb.; shipment, 36s. 6d., c.i.f.

LEMONGRASS.—Spot, 11s. per lb.; shipment, 10s. 1½d., c.i.f.

ORANGE.—Floridan sweet oil, 7s. per lb.

West Indian, 10s.; Spanish, 15s. to 17s. 6d.

PEPPERMINT. — *Arvensis*: Chinese spot, 7s. 6d.; shipment, 7s. 2d., c.i.f. Brazilian spot, 7s. 1½d.; shipment, 6s. 10½d., c.i.f. *Piperita*: Italian, 48s. to 70s., spot. American from 32s. 6d. per lb. as to make.

PETITGRAIN. — Paraguay, 17s. per lb., spot; shipment, 16s. 6d., c.i.f.

PINE. — *Pumilionis*, 30s. per lb.; *sylvestris*, 9s.; *abietis*, 15s. to 24s.

ROSEMARY.—Spanish from 10s. 6d. per lb. spot, 11s. forward.

SANDALWOOD. — Mysore, 106s. 6d. per lb., spot. East Indian for shipment, 104s., c.i.f.

SPEARMINT.—American oil on the spot, 26s. per lb.

TANGERINE.—Sicilian best quality about 37s. per lb.

THYME.—From 20s. per lb. as to test.

VETIVERT.—Bourbon spot, 85s. to 105s. per lb.; shipment, 95s., c.i.f.

YLANG YLANG. — Best oil quoted about 145s. per lb.

UNITED STATES REPORT

NEW YORK, MARCH 10: A top producer is to raise synthetic GLYCERIN by one cent on April 1 to 22½ cents per lb. for the U.S.P. grade. OXALIC ACID was advanced one cent to 19 cents per lb. Brazilian MENTHOL turned downward to \$3.40 a lb. (down 10 cents). PERU BALSAM was raised 10 cents to \$1.05 a lb., but TOLU BALSAM dipped 15 cents to \$4.20 and COPAIBA BALSAM was down two cents to 63 cents. Lower also is STYRAX with the Asiatic now \$2.50 against \$3.75 and the Honduras at \$2.15, down 10 cents. EUCALYPTUS OIL eased to make the 70–75 per cent. \$1. down five cents per lb. and the 80–85 per cent. \$1.10, also down five cents.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED

From the "Official Journal (Patents),"

February 26

Method for the preparation of a stable crystalline of 1-(51-nitrofurfuryl-ideine amino)-hydantoin. Koninklijke Pharmaceutische Fabrieken voorheen Brocades-Stheeman & Pharmacia, N.V. 954,841.

Combined developer and fixer compositions. Ilford, Ltd. 954,453.

Photographic gelatin layers containing diffusion-resistant organic compounds. Agfa, A.G. 954,924.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from April 8.

From the "Official Journal (Patents),"

March 4

Antimicrobial chemotherapeutic compositions comprising maleuric acid. United States Rubber Co. 955,086.

Magnesium glutamate hydrobromide and processes for the production thereof. Laboratorios M.Y.F. Ferrer & Cia, Ltd. 955,087.

Cosmetic preparation of the treatment of the skin. A. K. Gozem, 955,111.

Pyridine derivatives. Simes, S.p.A. 955,353.

Alkyl histidines. Merck & Co., Inc. 955,354.

Anesthetic compositions. J. F. MacFarlan & Co., Ltd. 955,441.

Sulpholane. Whiffen & Sons, Ltd. 955,451.

Process of manufacture of 1,1,1,3,3,3-hexafluoro-2-bromopropane. Imperial Chemical Industries, Ltd. 955,478.

Sulphamoyl-benzothiadiazine derivative and preparation thereof. Chinoin Gyógyszer és Vegyszeti Termékek Gyára R.T. 955,522.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from April 15.

NEW COMPANIES

HOWELL'S (CHEMISTS), LTD. (P.C.). — Capital £100. To carry on the business of manufacturing chemists, opticians and consultants, etc. Subscribers: Frederick D. Walters and James M. Storey, R.O.: 9 St. Mary Street, Cardiff.

MALLANG, LTD. (P.C.).—Capital £100. To carry on the business of chemists and druggists, etc. Subscribers: Stanley H. Lucas and Francis A. Dean, R.O.: 6 Surrey Street, London, W.C.2.

MALLFAIR, LTD. (P.C.).—Capital £100. To carry on the business of wholesale and retail chemists and druggists, etc. Subscribers: Stanley H. Lucas and Francis A. Dean, R.O.: 6 Surrey Street, London, W.C.2.

J. G. NICOLL (CHEMISTS), LTD. (P.C.).—Capital £2,000. To carry on the business of chemists, opticians, etc. Directors: James G. Nicoll, F.P.S., Henrietta Nicoll, R.O.: 4 Camp Hill Road, Nuneaton, Warwicks.

R. W. PEBERDY (CHEMISTS), LTD. (P.C.).—Capital £1,000. To carry on the business of chemists, etc. Director: Robert W. Peberdy, M.P.S., and J. A. Roberts, R.O.: 5 St. Nicholas Street, Leicester.

PERPETUAL PERFUMED PRODUCTS, LTD. (P.C.).—Capital £100. To carry on the business of manufacturers of various toiletries and cosmetics, etc. Directors: Hugh F. McClement and Peter Coughlan, R.O.: 59 Parolles Road, London, N.19.

SOLWAY WHOLESALE SUPPLIES, LTD. (P.C.).—Capital £5,000. To carry on the business of vendors and manufacturers of soap, perfumery, creams, etc. Directors: J. H. Hawkswell, C. McGibbon and J. Sassoon, R.O.: Solway House, Bank Street, Dumfries.

S. G. STEVENSON (CHEMISTS), LTD. (P.C.).—Capital £2,000. To carry on the business of chemists, etc. Directors: Samuel G. Stevenson, F.P.S., and Lilian W. Stevenson, R.O.: 9 High Street, Shepperton, Middlesex.

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals

CHEMOTHERAPY OF MALARIA, Changing tides of, *Brit. med. J.*, March 7.

HEROIN addicts in a casualty department, *Brit. med. J.*, March 7.

PRONETHALOL in treatment of ventricular arrhythmias during anaesthesia, *Brit. med. J.*, March 7. METHYSERGIDE in the prophylaxis of migraine, *Lancet*, March 7.

LOW-MOLECULAR-WEIGHT DEXTRAN (Rheomacrodex) in ischaemic ulceration of the skin, *Lancet*, March 7.

TRANSLUCYPROMINE MEDICATION, A hypertensive syndrome with, *Lancet*, March 7.

DRUGS, The rôle of, *J. Amer. med. Ass.*, February 8.

PESTICIDES and health, *New Scientist*, March 5.

CRYSTALLINE DEAMINO-OXYTOCIN, *Science*, February 7.

MANDRAKE ROOT, *catha edulis*, *betula* species, monographs on, *Quarterly Journal of Crude Drug Research*, III (1963) No. 1.

TOXIC CHEMICALS, The safe use of, *Vet. Rec.*, March 7.

ARSENICAL poisoning of racehorses, *Vet. Rec.*, March 7.

SULPHUR poisoning in ewes, *Vet Rec.*, March 7. A CYCLOBUTANE possessing hypotensive activity, *Nature*, March 7.

MEASLES VIRUS, Survival of, in air, *Nature*, March 7.

ALDRIN AND HEPTACHLOR, Toxic residues in soil nine years after treatment with, *Science*, February 14.

ACTINOMYCIN D as a probe for nucleic acid secondary structure, *Science*, February 14.

VINBLASTINE SULPHATE treatment of Hodgkins's disease during a pregnancy, *Science*, February 14.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Monday, March 16

ENFIELD CHEMISTS ASSOCIATION, Pharmaceutical Society's House, 17 Bloomsbury Square, London, W.C.1, at 7.15 p.m. Talk by Miss A. Lothian (librarian) and tour of the building.

PESTICIDES GROUP, SOCIETY OF CHEMICAL INDUSTRY, 14 Belgrave Square, London, S.W.1, at 5 p.m. Professor V. B. Wigglesworth (University of Cambridge) on "Hormones and the Control of Insect Growth."

ROMFORD BRANCH, PHARMACEUTICAL SOCIETY, Unicorn hotel, Gidea Park, Romford, at 7.45 p.m. Talk on "Work of the Consumers' Association."

TECHNICAL EXHIBITION OF THE OIL AND COLOUR CHEMISTS' ASSOCIATION, Royal Horticultural Society's old and new halls, Westminster, London, S.W.1, Until March 19.

Tuesday, March 17

FIFE BRANCH, PHARMACEUTICAL SOCIETY, Anthony's hotel, Kirkcaldy, at 7.30 p.m. Tape-recorded lecture on "Corticosteroids" (illustrated).

HOUNSLOW, WEMBLEY and WEST MIDOLESEX BRANCHES, PHARMACEUTICAL SOCIETY, Vesty hall, Ranelagh Road, Ealing, London, W.5, at 8 p.m. Mr. A. Aldington (a member of Council) on "Problems in Pharmacy in 1964."

INDUSTRIAL WELFARE SOCIETY, Café Royal, Regent Street, London, W.1. Annual conference of industrial medical officers, senior nurses and executives.

LEICESTER and LEICESTERSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Bell hotel, Leicester, at 7.30 p.m. Joint meeting with local pharmacy students' association; Mr. B. J. Thomas (Allen & Hanburys, Ltd.) on "Drug Addiction and the Pharmacist."

LIVERPOOL COLLEGE OF TECHNOLOGY, department of pharmacy, Byrom Street, Liverpool, 3, at 7.30 p.m. "Some Administrative Aspects of Hospital Pharmacy" (lecture series).

SELF-SERVICE DEVELOPMENT ASSOCIATION, Middlesex room, Great Eastern hotel and Abercorn rooms, Liverpool Street, London, E.C.2, at 7 p.m. Mr. D. J. Phelps (Merchandising Manpower, Ltd.) on "Shelf Merchandising."

SLOUGH BRANCH, PHARMACEUTICAL SOCIETY, Astor hall, Town Hall, Maidenhead, at 8 p.m. Mr. Jackson on "Current Pharmaceutical Affairs."

TEES-SIDE BRANCH, PHARMACEUTICAL SOCIETY, Vane Arms hotel, High Street, Stockton-on-Tees, at 7.45 p.m. Mr. B. M. Rusling (an

executive director, Unichem, Ltd.) on "The Private Pharmacy—Today and Tomorrow."

WEST KENT BRANCH, PHARMACEUTICAL SOCIETY, New Hackwood hotel, Widmore Road, Bromley, at 8 p.m. Dr. W. Mitchell (chief chemist, Stafford Allen & Sons, Ltd.) on "A Journey Through Australasia and the U.S.A."

Wednesday, March 18

BEDFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, out-patients' department, Lister hospital, Hitchin, at 8 p.m. Mr. G. Smith (Department of Pharmaceutical Sciences) on "Problems in Formulation and Dispensing."

BRIGHTON BRANCH, PHARMACEUTICAL SOCIETY, and BRIGHTON PHARMACEUTICAL STUDENTS' SOCIETY, Langfords hotel, Third Avenue, Hove, at 8 p.m. "Any Questions."

COLCHESTER BRANCH, PHARMACEUTICAL SOCIETY, Red Lion hotel, Colchester, at 8 p.m. Annual dinner and dance.

EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY, and LONDON BRANCH, GUILD OF PUBLIC PHARMACISTS, Wellcome Foundation, Euston Road, London, N.W.1, at 7.45 p.m. Dr. A. W. Frankland (Wright-Fleming Institute of Microbiology) on "Allergy."

ELECTRICAL ENGINEERS' EXHIBITION, Earls Court, London, S.W.5, Until March 25.

LIVERPOOL CHEMISTS' ASSOCIATION, Adelphi hotel, Liverpool. Annual dinner and dance.

READING BRANCH, PHARMACEUTICAL SOCIETY, Afternoon visit to Vauxhall Motors, Ltd., Luton.

SCOTTISH DEPARTMENT, PHARMACEUTICAL SOCIETY, 36 York Place, Edinburgh, at 7.45 p.m. Professor J. Hawthorn (professor of food science, Royal College of Science and Technology, Glasgow) on "History of Food Preservation."

STOCKPORT BRANCH, PHARMACEUTICAL SOCIETY, Deanwater hotel, Stockport. Informal dinner.

Thursday, March 19

AYRSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Eglinton Arms hotel, Irvine, at 7.30 p.m. Colour slide competition.

BIRMINGHAM COLLEGE OF ADVANCED TECHNOLOGY, department of pharmacy and biology, Gosta Green, Birmingham, 4, at 7.30 p.m. "Economics of Pharmacy" (lecture series).

BRISTOL BRANCH, PHARMACEUTICAL SOCIETY, Royal hotel, College Green, Bristol, 1, at 7.30 p.m. Dr. E. J. Shellard on "Pharmacy and Scenery in Ghana" (illustrated).

DUNDEE AND EASTERN SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, Kidd's restaurant, Dundee, at 7.30 p.m. Annual meeting. Speaker: Mr. J. W. Goodchild (chairman, Scottish Department Executive).

EAST KENT BRANCH, PHARMACEUTICAL SOCIETY, Chez Laurie, Thanet Way, Herne Bay, at 7 p.m. Annual dinner and dance.

EPSOM AND SUTTON BRANCHES, PHARMACEUTICAL SOCIETY, and NATIONAL PHARMACEUTICAL UNION, Royal Marsden hospital, Downs Road, Sutton, at 8 p.m. Tour of pharmaceutical department and lecture.

ISLE OF WIGHT BRANCH, PHARMACEUTICAL SOCIETY, Bugle hotel, Newport, at 7.30 p.m. Dr. J. A. Carman on "Medical Experiences on the High Seas."

NEWCASTLE AND NORTHUMBERLAND BRANCH, PHARMACEUTICAL SOCIETY, Embassy hotel, Jesmond Road, Newcastle, at 7.30 p.m. Speakers: Messrs. W. M. Darling and J. P. Kerr (members of Council).

REIGATE AND REDHILL PHARMACISTS' ASSOCIATION, CIBA Laboratories, Ltd., Horsham, at 7.30 p.m. Talk by a medical speaker from the London Transport Board.

STIRLING AND CENTRAL SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, Regal café, Stirling, at 7.45 p.m. Tape-recorded lecture on "Tranquillisers."

THAMES VALLEY PHARMACISTS' ASSOCIATION, Kingston hotel, Kingston-upon-Thames, at 7.45 p.m. Dr. A. H. Beckett (head, school of pharmacy, Chelsea College of Science and Technology) on "From Witchcraft to Modern Drugs" (illustrated).

WESTERN PHARMACISTS' ASSOCIATION, New Princes suite, Connaught rooms, Great Queen Street, London, W.C.2, at 6 p.m. Annual dinner and dance.

Friday, March 20

BOURNEMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Royal Victoria hospital, Boscombe, at 8 p.m. Mr. J. I. Harris (senior lecturer in pharmaceuticals, Bristol College of Advanced Technology) on "Equipment and Materials in Modern Dispensing Practice" (refresher course).

NORTH STAFFS BRANCH, PHARMACEUTICAL SOCIETY, University of North Staffordshire, Keele, Newcastle, Staffs, at 8 p.m. "Re-assessing the National Health Service" (last of three lectures).

SCOTTISH SECTION, SOCIETY FOR ANALYTICAL CHEMISTRY, Queen's College, Dundee, at 5.05 p.m. Dr. W. I. Stephen (University of Birmingham) on "Organic Analytical Reagents—A Survey of Some Recent Work."

SOUTHEND-ON-SEA BRANCH, PHARMACEUTICAL SOCIETY, Queens hotel, Westcliff-on-Sea, at 8 p.m. A speaker from Universal Laboratories, Ltd. on "Aids to Slimming" (illustrated).

SOUTH SHIELDS BRANCH, NATIONAL PHARMACEUTICAL UNION, Royal hotel, Ocean Road, South Shields, at 8 p.m. Informal dinner and discussion of current events and problems.

WALLASEY PHARMACISTS' ASSOCIATION, blue room, Royal Ferry hotel, Wallasey, at 8 p.m. Mr. K. Holland (a member of Council) on "Pharmacy in the Melting Pot."

Advance Information

HERTFORD BRANCH, PHARMACEUTICAL SOCIETY, Merck, Sharp & Dohme, Ltd., works cafeteria, Hoddesdon, Herts, at 8 p.m. on March 24, Debate: "Pharmacy versus Its Critics." Pharmaceutical team comprises Messrs. J. C. Hanbury (chairman, Allen & Hanburys, Ltd.), W. K. Fitch (public relations officer, Pharmaceutical Society), Mr. J. Baker (chief pharmacist, Queen Elizabeth II hospital, Welwyn Garden City), and G. T. M. David (chairman, National Pharmaceutical Union's marketing policy committee). They are being opposed by Mr. Ben Parkin, M.P., Mrs. Valerie Mairants (Patients' Association), Mr. Hugh McLeave (medical and scientific correspondent, *Daily Mail*) and Dr. A. Herxheimer, (editor, *Drug and Therapeutics Bulletin*).

WILLS

MR. C. RAYNER, M.P.S., Gold Hill Cottage, Gold Hill East, Chalfont St. Peter, Bucks, left £7,917 (£7,806 net).

MR. A. J. SAUNDERS, M.P.S., 214 Fort Austin Avenue, Crownhill, Plymouth, Devon, left £2,601 (£1,157 net).

COMMERCIAL TELEVISION

Figures in these columns represent the number of appearances of the "spot" during the week

March 22-28	London	Midland	North	Scotland	Wales	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.	W.&N.Wales
Anadin tablets	1	4	2	6	4	2	1	3	4	1	1	1	—	—	—
Andrews liver salt	1	1	1	—	1	1	1	3	2	1	2	—	—	—	—
Andrex toilet tissues	5	3	4	3	3	3	3	3	3	3	3	3	3	—	—
Askit powders and tablets	—	—	—	14	—	—	—	—	—	—	—	5	3	—	—
Beecham's powders	5	4	4	4	5	5	5	4	4	4	6	2	—	—	—
Bellair hair spray	—	4	4	5	—	—	4	—	—	—	—	—	—	—	—
Bisodol	—	—	—	5	—	—	—	—	—	—	—	—	—	—	—
Bunty baby products	—	—	—	—	—	—	—	—	3	—	—	—	—	—	—
Cuticura preparations	—	2	1	—	—	3	—	—	—	—	—	—	3	—	—
Delrosa rose-hip syrup	2	3	2	2	2	1	2	1	2	1	2	2	—	—	—
Dinneford's magnesia	—	1	1	—	1	—	—	1	—	—	—	—	—	—	—
Get Set hair spray	1	2	1	1	—	1	1	—	—	—	—	—	—	—	—
Gillette razor blades	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
Loxene shampoo	2	1	—	2	2	2	—	2	2	2	4	2	3	—	—
Matey	—	—	—	—	—	2	—	—	—	—	—	—	—	—	—
Milk of Magnesia tablets	3	3	3	3	3	2	3	3	3	3	3	3	—	2	—
Moorland tablets	—	—	3	—	—	—	—	—	—	—	—	—	—	—	—
Penetrol inhalant	—	—	—	—	—	—	2	1	—	—	—	—	—	—	—
Phyllosan	—	4	3	—	3	3	3	3	—	—	—	—	—	—	—
Setlers	1	—	—	—	1	—	—	—	1	—	—	—	—	—	—
Spoolie hair curlers	1	—	—	—	—	—	—	—	—	—	—	—	—	—	—
VO-5 hair spray	3	2	3	2	2	2	—	2	—	2	—	—	—	—	—
shampoo	1	2	2	1	1	1	—	1	—	1	—	—	—	—	—
Yeast-vite tablets	—	—	1	1	—	—	1	—	—	1	—	—	—	4	—

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," February 19

For all goods having a synthetic resinous base (3)
PLASTIBASE, B843,660, by Juan Vinas Bachs, Barcelona, Spain.

For non-medicated toilet and cosmetic preparations for the nails (3)

CUTIPEN, B849,445, by Foster-McClellan Products, Ltd., Ontario, Canada, and Hatch End, Middlesex.

For detergents (not for use in industrial or manufacturing processes) impregnated into paper and the like materials (3)

MAGISUDS, B850,392, by Roach Bridge Paper Co., Ltd., London, E.C.2.

For cosmetics, perfumes, non-medicated toilet preparations, soaps, dentifrices; nail polish, nail varnish, and preparations for removing nail varnish; and devices incorporating cosmetics for use by application to the skin or hair (3)

BEAUTY MATCH, B853,090, by Spirella Co. of Great Britain, Ltd., Letchworth, Herts.

For liquid musk (perfume) (3)

TONAROME, B853,519, by Soflor, Ltd., Perivale, Greenford, Middlesex.

For cleaning preparations (3)

SKLEEN 2, B853,925, by Handskleen Co., London, S.W.1.

For detergents (not for use in industrial or manufacturing processes) (3)

LILLIBRIGHT, B854,188, by Gretone, Ltd., Leicester, FLUNKY, B854,405, by Thomas Carr Powell, London, S.W.1.

For soaps (3)
BRYLSOAP, B856,017, by County Laboratories, Ltd., Brentford, Middlesex.

For talcum powder (3)
BRYLTALC, B856,019, by County Laboratories, Ltd., Brentford, Middlesex.

For hand cleansers (3)
SWALVE, B856,593, by Deb Chemical Proprietaries, Ltd., Belper, Derbys.

For non-medicated toilet preparations (3)
RELAX-A-VOUS, B857,115, by Alcona Products, Ltd., London, N.19.

For all goods being in stick form (3) and (5)
BRYLSTICK, B856,020, by County Laboratories, Ltd., Brentford, Middlesex.

For all goods (3) and (5)
BRYLSURE, B856,028, by County Laboratories, Ltd., Brentford, Middlesex.

For vaccines for the prevention of diseases in sheep (5)

Device with word COVEXIN, B845,737, by Wellcome Foundation, Ltd., London, N.W.1.

For all goods, none being in liquid form (5)
SKOL, B805,840, by Scott & Bowne, Ltd., London, W.1.

For all goods (3) and (5) and *for non-medicated paper tissues, paper handkerchiefs, paper towel-ling and non-medicated toilet paper, etc.* (16)
Device, B843,075-77, by Aspro-Nicholas, Ltd., Slough, Bucks.

For all goods (5)
PLAMIN, B828,278, by Johann A. Wülfing, Düsseldorf, Germany, SESTOMIL, B852,016, by Roche Products, Ltd., Welwyn Garden City, Herts, KYNOCIL, B852,992, by Ortho Pharmaceutical Corporation, Raritan, New Jersey, U.S.A., AEROVIOLET, B854,049, by Pfizer, Ltd., Sandwich, Kent, ISODETTES, B856,549, by International Latex Corporation, Dover, Delaware, U.S.A.

For pharmaceutical and veterinary preparations; and preparations of mineral salts for use as nutritional additives to animal foodstuffs (5)
BOLATTO, B843,574, by Società Farmaceutici Italia, Milan, Italy.

For medicated creams and medicated lotions, all for the skin (5)

COSMEDICA, B845,325, by D.D.D. Co., Ltd., Watford, Herts.

For pharmaceutical preparations being parenteral injections sold in disposable cylinders (5)

CITOLE, B846,302, by Farbenfabriken Bayer, A.G., Leverkusen, Germany.

For pharmaceutical substances and preparations (5)

ENTRODAL, B848,541, by Wallace Manufacturing Chemists, Ltd., London, N.W.3.

For medicated effervescent mouth-wash tablets (5)
EFTAB, B849,581, by Thornton & Ross, Ltd., Linthwaite, Huddersfield, Yorks.

For medicated bath preparations for the treatment of the skin, muscles, flesh and scalp (5)
DDD MUSCLE BATH, B847,829, by D.D.D. Co., Ltd., Watford, Herts.

For pharmaceutical preparations and substances for human and veterinary use (5)

SISTOMETRIL, B852,568, by CIBA, Ltd., Basle, Switzerland.

For insecticides, fungicides herbicides and weed-killing preparations (5)

BUTOXONE, B853,363, by Plant Protection, Ltd., London, S.W.1, and Yalding, Kent.

For pharmaceutical preparations and substances for veterinary use (5)

EUTHAVET, B854,010, by Organon Laboratories, Ltd., Morden, Surrey.

For food for infants (5)

SISTER LAURAS WEANEX, B855,097, by Sister Lauras Infant & Invalid Food Co., Ltd., Bishopbriggs, Glasgow, Scotland.

For pharmaceutical preparations and substances for external human use (5)

BEECRINA, B855,778, by Arthur Edward Lemon, Long Buckby, Rugby, Warwicks.

For preparations for killing weeds and for killing tops of root crops before lifting (5)

DINOSOL, B855,836, by J. W. Chafer, Ltd., Doncaster.

For photographic slides and containers and holders therefor; optical, photographic and cinematographic apparatus and instruments; and parts, etc. (9)

ROTOMATIC, B848,844, by Sawyer's, Inc., Portland, Oregon, U.S.A.

For enlargements, prints, albums, mounts, dry-mounting apparatus and labels, all being photographic; stands, envelopes and adhesives, all for photographs; transparencies and books and manuals, all relating to photography (16)

POLAROID, B834,326, by Polaroid Corporation, Cambridge, Massachusetts, U.S.A.

For brushes and combs, etc., all made wholly or substantially wholly of plastics (21)

OLYMPIA, B845,767, by British Xylonite Co., Ltd., London, E.4.

For sponges and materials all for cleaning purposes (21)

WHIPPIT, B850,280, by Harrison & Co., Liverpool, 8.

From the "Trade Marks Journal," February 26

For films, paper and plates, all being sensitised articles for use in photography; and chemical products for use in photography (1)

GEVINEX, GEVINOL, B849,987-88, by Gevaert Photo-Producten, N.V., Montsel, Belgium.

For sensitised paper (photographic) (1)

AREX, B850,213, by B. Charles Roff & Co., Ltd., Birmingham, 1.

For all goods (1)

GRAVINDEX, B856,910, by Ortho Pharmaceutical Corporation, Raritan, New Jersey, U.S.A.

For detergents (not for industrial or manufacturing purposes) and cleaning compounds (3)

DIVERSEY HIT, B841,874, by Diversey (U.K.), Ltd., London, W.1.

For detergents (not for use in industrial or manufacturing processes) (3)

RELLION, B842,012, by Diversey (U.K.), Ltd., London, W.1. DELTA, B852,475, by Industrial Soaps, Ltd., London, E.1.

For all goods (3)

Device B842,240, by Spar (Britain), Ltd., Harrow, Middlesex, ESPRI, B853,709, by Colgate-Palmolive Co., New York, U.S.A. ELKA, B855,564, by J. Bibby & Sons, Ltd., Liverpool. GLISSANDO, B856,312, by Richard Hudnut, Morris Plains, New Jersey, U.S.A.

For all goods for sale in the United Kingdom and for export to the Republic of Ireland and the Channel Islands (3)

MATCHABELLI BELOVED, B847,937, by Chesebrough-Pond's, Ltd., London, N.W.10.

For perfumes; non-medicated toilet and cosmetic preparations, all being perfumed; all being for sale in the United Kingdom and for export to the Republic of Ireland and the Channel Islands (3)

MATCHABELLI POTPOURRI, B847,938, by Chesebrough-Pond's, Ltd., London, N.W.10.

For eau-de-Cologne, toilet preparations for use in dressing the hair, shampoos, bay-rum, shaving lotions, shaving creams, cosmetic creams; vanishing creams and sun-tan lotions, all being non-medicated toilet preparations (3)

Device of SIMPSON PICCADILLY, B815,505, by Simson (Piccadilly), Ltd., London, W.1.

For perfumed bath flakes (not medicated) for toilet purposes (3)

SUMMER MIST, B852,872, by David Thom & Co., Ltd., Salford, 6, Lancs.

For all goods containing deodorants (3) *for all goods consisting of or containing deodorants* (5)

DEODORO, B851,578-79, by Dac Health Laboratories, Ltd., London, W.1.

For infants' and invalids' foods and dietetic foods (5)

TRIPRO, B842,138, by Howard Lloyd & Co., Ltd., London, S.W.1.

For nutritional dietary supplements of the lipotropic bioflavonoid vitamin B complex (5)

LIPOFLAVONID, B846,099, by Smith, Miller & Patch, Ltd., London, E.C.1.

For herbicides and preparations for killing plants and weeds; preparations for killing insects, ticks, mites and noxious animals; fungicides and disinfectants (5)

TOK, B847,735, by Rohm & Haas Co., Philadelphia, Pennsylvania, U.S.A.

For infants' and invalids' foods, medicated confectionery, medicated beverages; and pharmaceutical preparations for the relief of pain, coughs and of digestive disorders, and for the prevention of vomiting (5)

Device with word THISTLE, B847,111, by David Greig, Ltd., London, S.E.1.

For antacid preparations being pharmaceutical preparations (5)

LINK, B849,579, by A/S Apothekernes Laboratorium for Specialpraeparater, Oslo, Norway.

For all goods (5)

Device with word and number MAXELLE 32, B849,980, by Monsieur Robert, A.B., Malmö C., Sweden. Device, B851,870 Anasco Arznei-und Gesundheitspflegemittel, G.m.b.H., Wiesbaden, Germany, C-VAN, B851,925, by Bateman-Jackson, Ltd., Wilmslow, Ches. ADAVEC, B852,124, by Warner-Lambert Pharmaceutical Co., Morris Plains, New Jersey, U.S.A.

For estrogenic pharmaceutical preparations (5)

COLPOVIS, B850,844, by Francesco Vismara, S.p.A., Casatenovo (Como), Italy.

For pharmaceutical products, all containing a milk derivative (5)

TROLAC, B850,906, by Sandoz Products, Ltd., Horsforth, Leeds, Yorks.

For pharmaceutical and veterinary preparations, products for hygiene, infants' and invalids' foods, dietetic foods, and medical and surgical plasters (5)

PENTOVIS, B851,491, by Francesco Vismara, S.p.A., Casatenovo (Como), Italy.

For pharmaceutical preparations and preparations of vitamins for pharmaceutical use (5)

FACEVIT, B851,844, by Farbenfabriken Bayer, A.G., Leverkusen, Germany.

For medicated preparations for the eyes (5)

GLINT, B852,193, by Unilever, Ltd., Port Sunlight, Ches.

For fungicides and insecticides (5)

Device with letters P.C.W., B852,348, by Preservation Centre for Wood, Ltd., London, S.E.1.

For pharmaceutical substances and preparations (5)

ECONOPEN, B852,404, by West Pharmaceutical Co., Ltd., Hove, 3, Sussex. SUPIGAN, B856,643, by A.B. Pharmacia, Uppsala, Sweden.

For preparations for retarding or inhibiting the growth of mildew and mould on ceramic tile, porcelain, leather, plastic, metal and like surfaces (5)

CAMGARD, B852,851, by Cambridge Tile Manufacturing Co., Cincinnati 15, Ohio, U.S.A.

For pharmaceutical products containing antibiotics and steroids for therapeutic purposes (5)

PIMAFUCORT, B855,521, by Koninklijke Nederlandsche Gist-en Spiritusfabriek, N.V., Delft, Holland.



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IN BUBBLE BATH**

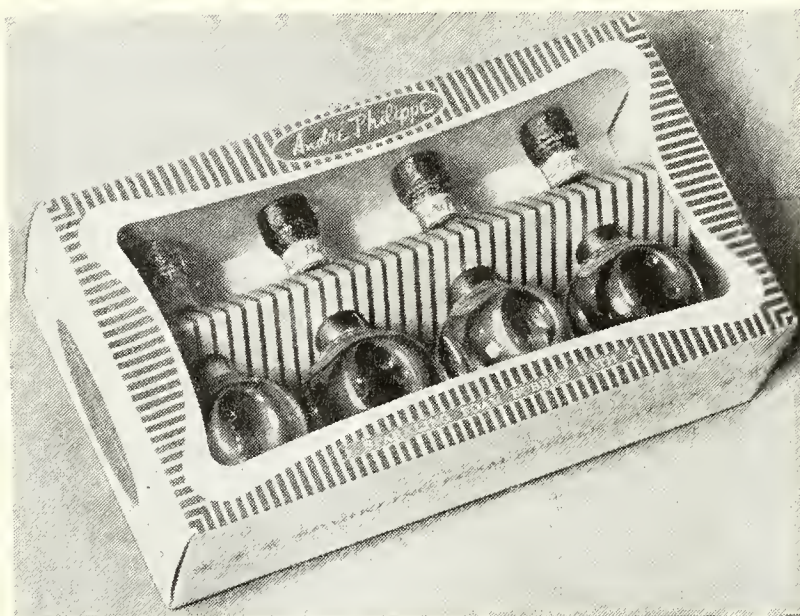
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Containing four newly designed bottles
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Packing: $\frac{1}{2}$ dozen sets per outer



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'Alidine' is Duncan Flockhart's brand of Anileridine, a synthetic substance closely related to pethidine. It has the advantage over pethidine of greater activity, dose for dose, and of being fully effective when given by mouth. It has less tendency than morphine to produce nausea and vomiting and it is not constipating.

A trial in 632 patients (JAMA 1958) showed mental side-effects to be rare, even in the elderly; tolerance seemed to develop more slowly and to a less extent than with morphine or pethidine.

*'Alidine' is in tablets of 30 ug and in ampoules of 60 mg/2 ml.
'Alidine' is DDA.*

This announcement is a summary. Full information is available on request.



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**—with the growing market
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Zestone is the tonic that makes growing-up easier!

And it's going ahead in the market by leaps and bounds. Little wonder! Children love it and foresighted mothers everywhere approve the benefit it gives.

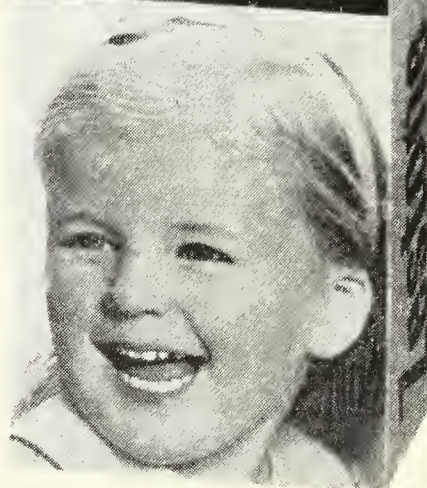
Zestone brings you two big advantages —

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REGD.

1/9 in the handy puffer-pack at an attractive low price

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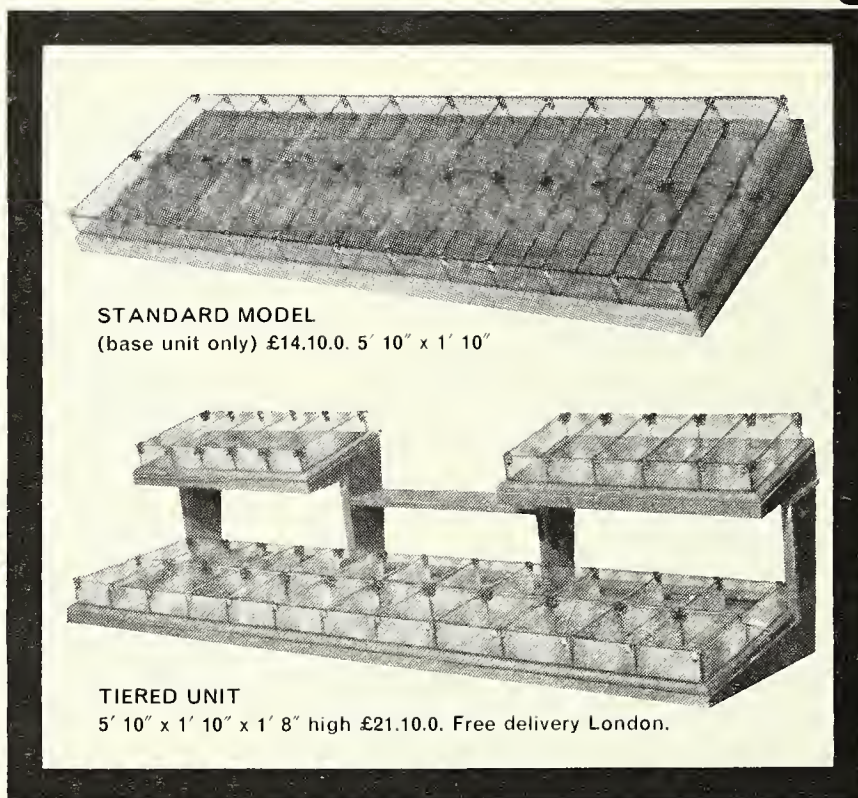
Rudduck self selection units take all effort out of selling

"Help yourself" appeal is immensely enriched by attractive tiered self-selection counter trays like that on bottom right, with central service shelf and dressing space at back. Handsomely finished in polished light oak shade. Sloping base comprises 24 compartments. Ten more at top. Adjustable glass divisions set off small merchandise to best advantage.

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New **droxalin** Pack for NEW SALES - NEW PROFITS !

Droxalin already enjoys considerable over the counter sales as well as being widely prescribed for 'speed of action plus palatability in peptic ulcer'. Prescription sales have increased by 33% in the last year as a result of promotions to doctors.

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ACTIVE INGREDIENTS: Dried Aluminium Hydroxide Gel B.P. 162 mg. Magnesium Trisilicate B.P. 162 mg.

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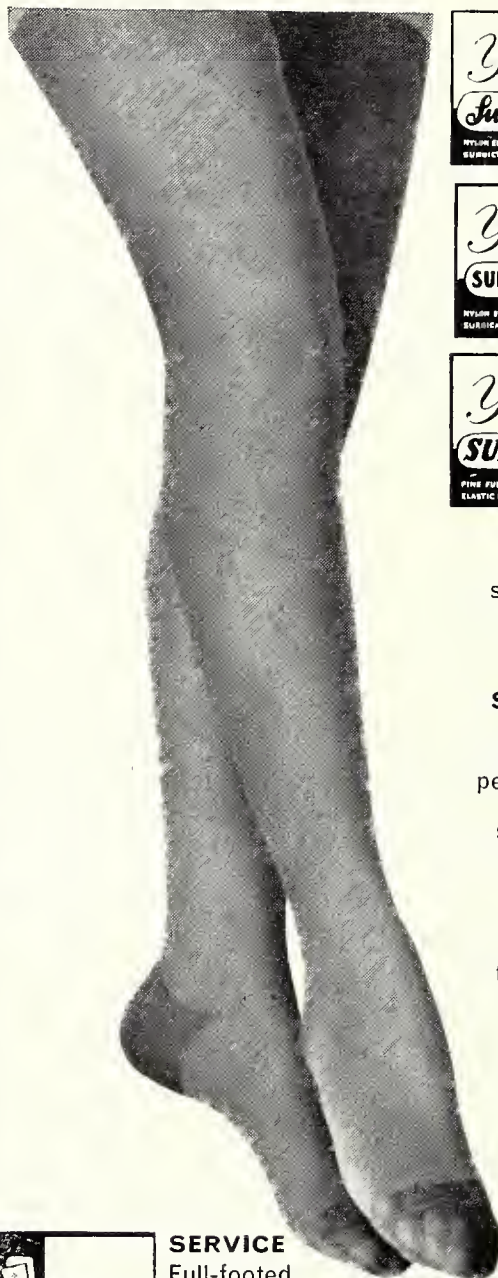
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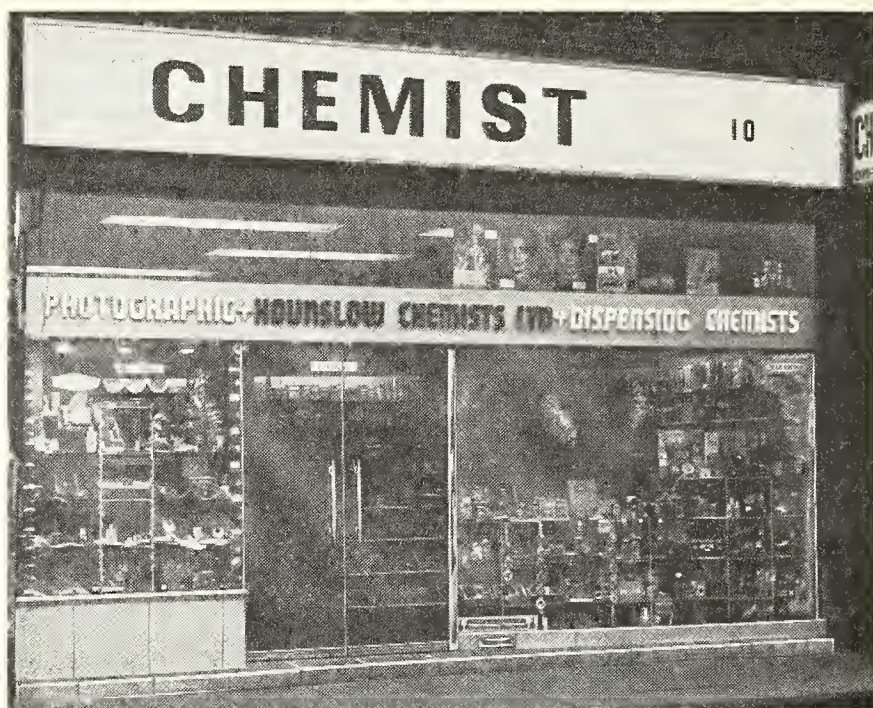
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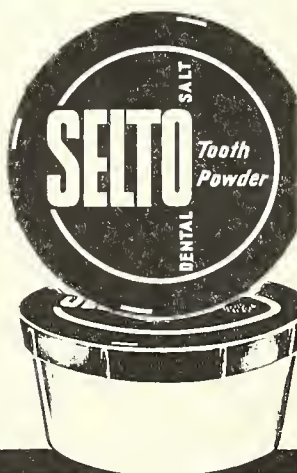
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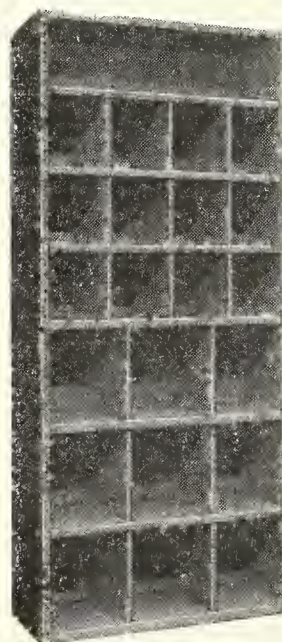
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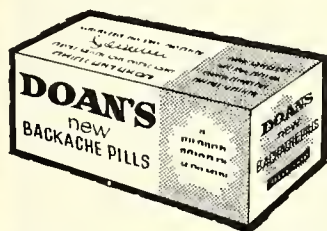
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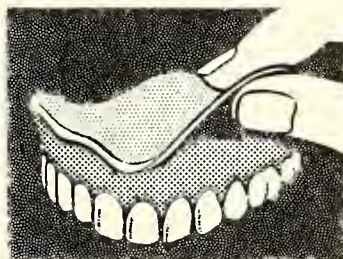
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TELEPHONE: CENTRAL 6565

Address Box Number Replies to: **THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2.**

APPOINTMENTS — 24/- per 1/4" s.c. minimum and pro rata. AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT, Run-on — 4/- per line (minimum 20/-). Semi-display — 24/- per 1/4" s.c. minimum. Displayed with border rule, larger type faces and blocks — 60/- per s.c.i. minimum. Reduced rates for one-third, one-half and full pages on application. SITUATIONS WANTED — 6/- per 18 words minimum, then 4d. per word. Use of Box No. — 2/-. Advertisements received by 4 p.m. Tuesday published same week.

PREMISES

ONE SHOP REMAINING (adjoining ladies' hairdresser) with two-bedroom flat above, Sunninghill, Ascot. Rent for shop with flat £685 per annum or for sale freehold £7,250. Brochure: Harris Land Agents, 28 The Glen, Norwood Green, Southall, Middx. Southall 4969. C 5934

BUSINESSES FOR DISPOSAL

DRUG STORE. Close 4 doctors (opening for dispensing). Greenwich. Lease 15 years. Rent £104. 2 bedrooms, living room, kitchen, etc. Neglected. Takings £45. £1,000. Adams & Co., 14 London Road, Bromley. RAVensbourne 0061/2. C 5919

LONDON, VICTORIA, S.W.1. Retirement. Retail pharmacy; lock-up, cash business; good mixed-class populous area. Turnover £8,000 p.a., increasing, eleven years' lease. Rent £5 p.w., including rates; valuable scope. Price £750 plus stock (approximately £2,200) at valuation, Box C 5917.

OLD-ESTABLISHED pharmacy, prosperous Cheshire town. Turnover 1963, £17,900, increasing. Stock about £2,500. Premises on lease. For quick sale offers around £3,000 for goodwill and fixtures, S.A.V., Box C 5930.

BUSINESSES WANTED

DRUG STORE REQUIRED as going concern, North London preferred and a good lease essential. Box C 5940.

APPOINTMENTS

**BETHNAL GREEN HOSPITAL,
CAMBRIDGE HEATH ROAD,
LONDON, E.2**

Dispensing Assistant
with Apothecary Hall certificate and previous hospital experience required. Modern department in acute General Hospital situated within a few minutes of Central Line Underground. Post offers varied work and excellent experience. Applications stating age, qualifications, details of experience and names of two referees to Hospital Secretary, Bethnal Green Hospital, Cambridge Heath Road, London, E.2. C 8942

**BROOKWOOD HOSPITAL,
KNAPHILL, WOKING,
SURREY**

Dispensing Assistant
Applications are invited for the above post. The successful candidate will be required to work under the supervision of the Chief Pharmacist. Residential accommodation (female) available. Excellent staff social club. Applications giving particulars of age, experience and qualifications together with the names of two referees to the Physician Superintendent as soon as possible. C 654

**CENTRAL MIDDLESEX
HOSPITAL,
PARK ROYAL,
LONDON, N.W.10**

Senior Pharmacist
required. Applications, giving age, details of experience, etc., to Medical Director, as soon as possible. Whitley Council terms and conditions of service. C 8969

**CENTRAL MIDDLESEX
HOSPITAL,
PARK ROYAL,
LONDON, N.W.10**

Pharmacist and Locum Pharmacist
required. Applications, giving details of qualifications, experience and age, to Medical Director, as soon as possible. C 8968

**CAMBERWELL HOSPITALS
MANAGEMENT COMMITTEE**

Chief Pharmacist Category I
Applications invited for the post of Chief Pharmacist Category I, St. Francis Hospital, Constance Road, S.E.22. Salary £855 x £35 (2) x £40 (6) to £1,165 p.a., plus London Weighting allowance. Apply: Group Secretary, Dulwich Hospital, East Dulwich Grove, S.E.22. C 8976

**CENTRAL GROUP
HOSPITAL
MANAGEMENT COMMITTEE**

Locum Pharmacist
required for holiday relief duties in Hospitals within the group, 26th March to 4th April, 1st to 20th June, and 7th to 12th September, 1964. Salary £19 19s. Applications to the Chief Pharmacist, Metropolitan Hospital, Kingsland Road, E.8. CLI. 6862. C 663

**CENTRAL GROUP
HOSPITAL
MANAGEMENT COMMITTEE,
MILDMAY MISSION
HOSPITAL**

Locum Pharmacist-in-Charge
required for holiday relief duties, 7th to 19th September, 1964. Salary £23 2s. p.w. Apply to Chief Pharmacist, Metropolitan Hospital, Kingsland Road, E.8. Tel.: CLI. 6862. C 662

**DORKING GENERAL
HOSPITAL,
HORSHAM ROAD,
DORKING, SURREY
(252 beds)**

Chief Pharmacist Category II
Non-resident. Salary scale £940—£1,260 p.a. Establishment consists of advertised post plus part-time Pharmacist. Arrangements to visit the Pharmacy may be made with Hospital Secretary (Tel.: Dorking 3883). Applications giving details of age, experience, qualifications and naming two referees, to Group Secretary, Redhill Group Hospital Management Committee, "Earlswood Mount," Pendleton Road, Redhill, Surrey. C 8973

**FULBOURN HOSPITAL,
CAMBRIDGE**

Chief Pharmacist (Category I)
Applications are invited for the post of Chief Pharmacist (Category I). Salary and conditions of service in accordance with the Pharmaceutical Whitley Council recommendations. The post is subject to the National Health Service (Superannuation) Regulations. Applications stating age, experience, etc., with names of two referees should be addressed to the Group Secretary. C 8959

**HARTLEPOOLS HOSPITALS
MANAGEMENT COMMITTEE,
HARTLEPOOLS HOSPITAL,
HARTLEPOOL**

Chief Pharmacist (Category I)
Salary £855 rising by annual increments to £1,165 per annum. Applications stating names of two referees, and giving details of previous experience and qualifications, should be sent to the Group Secretary at the General Hospital, West Hartlepool, as soon as possible. C 5916

**HAMMERSMITH HOSPITAL
AND POST-GRADUATE
MEDICAL SCHOOL,
DU CANE ROAD,
LONDON, W.12**

Senior Pharmacist
required at above general post-graduate teaching hospital (Category V) to take charge of new, modern and well-equipped sterile products laboratory. Post offers wide range of experience, and opportunity to keep abreast of developments in general pharmacy. Whitley salary scale £810—£1,060 per annum, plus £45/£55 London Allowance. Applications, stating age, qualifications and experience, and naming two referees, to Chief Pharmacist. C 8979

**ILFORD AND BARKING
GROUP HOSPITAL
MANAGEMENT COMMITTEE,
KING GEORGE HOSPITAL,
EASTERN AVENUE,
NEWBURY PARK,
ILFORD, ESSEX**

Dispensing Assistant
Part-time, 23 hours per week. Whitley Council pay and conditions. Apply to Group Secretary. C 8975

**HAMMERSMITH HOSPITAL
AND POST-GRADUATE
MEDICAL SCHOOL,
DU CANE ROAD,
LONDON, W.12**

Pharmacist
required at above general post-graduate teaching hospital (Category V). Post offers varied work and excellent experience. Department now being enlarged and modernised. Previous experience not essential. Whitley salary scale £725—£970 per annum, plus London Allowance. Applications stating age, qualifications and experience, and naming two referees, to Chief Pharmacist. C 8980

Appointments—Continued**LONDON JEWISH HOSPITAL,
STEPNEY GREEN, E.1**

Locum Pharmacist

required at the above hospital. Modern department. Every third Saturday morning off. Previous hospital experience not essential. Salary £19 19s. per week. Applications to the Chief Pharmacist (Telephone STE. 4251). C 8944

**MEDWAY AND GRAVESEND
HOSPITAL MANAGEMENT
COMMITTEE,
ALL SAINTS' HOSPITAL,
CHATHAM, KENT**

Deputy Chief Pharmacist (Category IV)

required at the above hospital, which also serves a sub-group of four other hospitals. Salary £855—£1,165 p.a. The Pharmaceutical department will be transferred in due course to the Medway Hospital, Gillingham, which is being developed as the main district hospital for the area. Further details of the appointment may be obtained from the Chief Pharmacist at All Saints' Hospital. Applications should be addressed to the Hospital Secretary, stating age, qualifications, experience and the names of two referees. C 8958

**LONDON JEWISH HOSPITAL,
STEPNEY GREEN, E.1**

Pharmacist

required at the above hospital. Modern department giving good general experience. Every third Saturday morning off. Previous hospital experience not essential. Whitley Council conditions of service and salary. Applications in writing stating age, qualifications and experience and giving the names of two referees, to the Chief Pharmacist. C 8945

**MILE END HOSPITAL,
BANCROFT ROAD,
LONDON, E.1**

Pharmacist

required at the above hospital. Vacancy from 1st April, 1964. Whitley Council salary scale and conditions of service. This is an acute general hospital of 467 beds. Applications stating age, qualifications, experience, and the names of two referees, should be sent to the Chief Pharmacist at the above address from whom further particulars may be obtained. C 8929

**MORGANNWG HOSPITAL
MANAGEMENT COMMITTEE**

Dispensing Assistant

Applications are invited for the appointment of a Dispensing Assistant at the Morgannwg Hospital, Bridgend. The appointment is subject to the terms and conditions of the appropriate Whitley Council. The salary will be according to age up to 21 years commencing at £237 at 16 years and for persons 22 years and over a scale of £453 by 6 annual increments to a maximum of £597 per annum. Additional payment of £50 for approved qualifications. Applications stating age, qualifications, experience, present and previous appointments, together with the names and addresses of two referees, should be sent to the Group Secretary, Morgannwg Hospital, Bridgend, Glamorgan, and received not later than the 25th March, 1964. C 5923

**OAKWOOD HOSPITAL,
MAIDSTONE, KENT**

Pharmacist

preferably full-time, required at this large, progressive Psychiatric Hospital. A new Pharmacy is under construction so that the successful applicant will be working under ideal conditions. Salary and conditions of service in accordance with the Whitley Council Scales. Applications, stating age, qualifications and experience, together with the names of two referees, should be forwarded to the Physician Superintendent immediately. C 8963

**NORTH MIDDLESEX
HOSPITAL,
EDMONTON,
LONDON, N.18**

Senior Pharmacist

required in modern group pharmacy. Applications stating age, qualifications, experience and the names of two referees to the Secretary. C 8941

**ST. ANDREW'S HOSPITAL,
DEVONS ROAD, BOW, E.3**

Locum Pharmacist

required at the above hospital for eight weeks' period commencing 6th April, 1964. Apply to Hospital Secretary (telephone EAS 2030). C 8967

**ST. ALBANS CITY HOSPITAL,
NORMANDY ROAD,
ST. ALBANS, HERTS
(403 beds)**

Senior Pharmacist or Pharmacist

Applications are invited for the above post at this general hospital within easy reach of Central London.

Locum Tenens Pharmacist

required immediately pending this appointment. Whitley Council salary and conditions of service. Applications stating age, qualifications and experience, together with the names of two referees, to the Chief Pharmacist. C 652

**ST. FRANCIS HOSPITAL,
CONSTANCE ROAD, S.E.22**

Locum Pharmacist-in-Charge

required St. Francis Hospital, Constance Road, S.E.22. Apply Group Secretary, Dulwich Hospital, S.E.22. C 8977

**ST. ALBANS CITY HOSPITAL,
NORMANDY ROAD,
ST. ALBANS, HERTS
(403 beds)**

Locum Tenens Pharmacist

required from beginning of May 1964. Part-time would be considered. Whitley Council salary and conditions of service. Detailed applications giving names of two referees to the Hospital Secretary. C 659

**ST. GILES' HOSPITAL,
CAMBERWELL, S.E.5**

Locum Pharmacist

full-time or part-time required immediately. Apply Chief Pharmacist. C 8932

**ST. JOHN'S & HITHER GREEN
HOSPITAL**

Pharmacist

required at once. Applications to Hospital Secretary, St. John's Hospital, Morden Hill, S.E.13. C 656

**THE MANOR HOSPITAL
MANAGEMENT COMMITTEE**

Pharmacist

Applications are invited for the post of Pharmacist, man or woman, full- or part-time, at The Manor, Epsom, Surrey. Salary in accordance with Whitley Council scale. Applications stating age, qualifications and experience, with the names and addresses of two referees, to the Group Secretary. C 8974

**YORK "A" HOSPITAL
MANAGEMENT COMMITTEE**

Pharmacist

required for Group Pharmaceutical Service based at the County Hospital, Monkgate, York. Salary scale £725 x £30 (2) x £35 (3) x £40 (2)—£970 (increase pending). Applications stating age, qualifications, experience and names of two referees to Group Secretary, Bootham Park, York. C 8966

**ST. GILES' HOSPITAL,
CAMBERWELL, S.E.5**

Senior Pharmacist

Applications invited for post of Senior Pharmacist. Salary scale £855—£1,115 p.a. Part-time employee considered. Further details from or applications to Chief Pharmacist. C 8938

**ST. JOHN'S & HITHER GREEN
HOSPITAL**

Locum Pharmacist

required. £19 19s. Apply Hospital Secretary, St. John's Hospital, Morden Hill, S.E.13. C 957

**THE NATIONAL SOCIETY FOR
EPILEPTICS,
CHALFONT COLONY,
CHALFONT ST. PETER,
BUCKINGHAMSHIRE**

Pharmacist

Applications are invited for a full-time Pharmacist in sole charge at this Colony for 500 patients. Salary within the range £1,020—£1,355, starting point according to experience. Whitley Council conditions of service. Pension Scheme. Newly built bungalow available in near future at reasonable rental. Applications stating age, qualifications and experience, with the names of two referees should be forwarded as soon as possible to E. G. ENGLAND, Secretary Superintendent, Chalfont Colony, Chalfont St. Peter, Bucks, marking the envelope "PHA." C 8964

THE ROYAL FREE HOSPITAL

Pharmacist

Applications are invited for the above post at this Hospital. Salary in accordance with the Whitley Council scale with extra pay for evening clinics. Applications with names of two referees should be addressed to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, W.C.1. C 8921

**THE ROYAL FREE HOSPITAL
GROUP,
NORTH WESTERN HOSPITAL,
LAWN ROAD, HAMPSTEAD**

Dispensing Assistant

21 years of age or over, required at the above hospital. Salary in accordance with Whitley Scale ranging from £452 to £678 plus London Weighting. Applications with names of two referees should be addressed to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 8962

PUBLIC APPOINTMENTS**CHIEF PHARMACIST—
H.M. PRISON SERVICE**

Male registered Pharmacist, aged 25 or over, required for a Chief Pharmacist Category II at H.M. Prison Grendon, near Aylesbury, Buckinghamshire.

Salary scale £940 to £1,260 plus £54 per annum environment allowance and £35 5s. inconvenience allowance.

Furnished bachelor accommodation or unfurnished house available to rent.

STARTING PAY ABOVE MINIMUM in some cases for previous N.H.S. Government Service or other comparable experience. ADDITIONAL ALLOWANCE of £25 for higher qualification. FIVE-DAY WEEK. POST SUPERANNUABLE under N.H.S. Superannuation scheme. Annual leave allowance of 3 weeks and 3 days (4 weeks after 10 years' service) plus 8½ days paid public holidays. Apply Home Office, Prison Department (WM 151), Horseferry House, Dean Ryle Street, London, S.W.1. C 8960

SITUATIONS VACANT

RETAIL (HOME)

CHEMIST COUNTER ASSISTANTS required for London, E.C.1 and N.1. Highest salary paid in exchange for experience and loyalty. Apply in writing to the Managing Director, Kendale Chemists, 51 Exmouth Market, London, E.C.1. C 5927

MANAGER required for town centre Pharmacy with busy counter, experienced full supporting staff. Will consider young pharmacist wishing to gain experience. Good salary in keeping with age and experience. Wendell Nicholas, Chemist and Optician, 249 Oxford Street, Swansea, Glam. C 5933

OLD ESTABLISHED national company manufacturing range of medicinal pastilles and lozenges, require experienced representative to call on retail chemists in the London postal area.

Salary/commission and full expenses will be paid and a company car provided.

A non-contributory pension scheme is operated.

Apply in the first instance giving details and qualifications to the sales manager, Box C 5926.

OXFORD. Branch manager required for a modern shop with free accommodation in one of the town's very pleasant residential areas. Permanent position. Commission and pension scheme. The manager will be expected to use his own initiative in the running and stocking of the branch. Please apply Box C 5914.

PETERBOROUGH CO-OPERATIVE CHEMISTS, LTD., require a manager for their new modern branch at Wisbech. It is situated in a large department store due to open shortly. Salary £1,300 per annum to commence. No rota Sunday or half-holiday duties. Our excellent conditions of employment include four weeks' holiday, superannuation and sickness benefits. Assistance with housing if required. Apply: Peterborough Co-operative Chemists, Ltd., Park Road, Peterborough. C 5875

PHARMACIST MANAGERS, Managers are required for pharmacies throughout Great Britain. Salary is high with free accommodation, commission and pension schemes. Applicants will be required to use their own initiative in the running and stocking of the shops. Applications to Managing Director, John Kelsey Chemists Limited, 21 Lime Street, London, E.C.3. C 5922

S.W. LANCs. Interesting challenge to young pharmacist to manage modern pharmacy where great scope exists for business building. Starting salary £1,250 per annum, thereafter payment by results. Details from Box C 5932.

WHOLESALE

FOREMAN required for wholesale chemists, North Wales. Permanent and rewarding position for keen and ambitious unqualified young man. Applicants must be thoroughly knowledgeable in all branches of the drug trade, and used to staff control. Previous wholesale experience preferred but not essential. 42-hour week, half-day Saturday. Pension scheme. Full particulars and details of salary required to Box C 8957.

JUNIOR CHEMIST (MALE) required for interesting development work in experimental perfumery laboratory. Excellent working conditions, 5-day week, free lunches, non-contributory pension scheme. Applications, in writing, to the Technical Director, Antoine Chris, Ltd., Bridge House, Tadworth, Surrey. C 5928

REPRESENTATIVE (domiciled in Northumberland or Durham) required by a well-known distributing house; calling upon chemists and stores. Salary, commission and car supplied. Write, giving fullest particulars of experience, age, etc., to Thos. Christy & Co., Ltd., North Lane, Aldershot. C 8970

GENERAL MANAGER

A General Manager is required for an independent group of Pharmaceutical Distributors. His task will be to recommend to the Board the policy required to meet future marketing developments and to execute agreed policy to promote growth of turnover and of profits.

Aged about 40, he will be responsible to the Managing Director for all merchandising and distribution activities for several branches and should be experienced in the distribution to Retail of a large variety of pharmaceutical and allied products or in a similar distributive trade.

He should be capable of appointment to the Board with the further object of taking over the duties of Managing Director within the foreseeable future.

The commencing salary will be commensurate with the responsibilities involved.

Applications should be addressed in the strictest confidence to URWICK, ORR & PARTNERS LTD., who have been asked to advise on this appointment, 14 Hobart Place, London, S.W.1, quoting reference JX/1867 on the envelope.

C 8972

DESPATCH AND COMPOUNDING
SUPERVISOR

required by
GIVAUDAN & CO. LTD.

for the blending, packing and despatch of **perfumery chemicals**.

Experience in a similar capacity in the pharmaceutical/fine chemicals industry would provide the right background.

The position will eventually carry Managerial status. The successful applicant must be a good organiser and disciplinarian, and will be required to supervise a staff of 12 men and women.

No academic qualifications are required.

Working conditions are excellent in this rapidly expanding department. The salary level will be determined by previous experience and qualifications. Five-day week, Bonus and Pension Schemes, Canteen, Social facilities. Applications should be marked "Confidential" and addressed to:—

Personnel Manager,
GIVAUDAN & CO. LTD.,
Godstone Road, Whyteleafe,
Surrey C 5904

SANGERS LIMITED

Wholesale Chemists

invite applications for the position of
Assistant Manager

at their

Mitcham Branch

Preference will be given to applicants within 30/40 age group. Experience of wholesaling essential.

Please write giving full particulars of age, previous experience, etc., to The Secretary, Sangers Limited, 258 Euston Road, London, N.W.1. C 8971

PHARMACEUTICAL
COMPANY

Slough area, requires Secretary/P.A. for Managing Director. Good shorthand and typing essential. Excellent prospects and conditions. Salary according to experience. Accommodation can be provided.

Apply Box C 8978.

PHARMACIST

Allen & Hanburys Ltd

WARE, HERTS, have a vacancy for a Pharmacist in their Sterile Products Division. This post would be of interest to someone who has recently qualified though some previous experience in the manufacture of sterile products would be a distinct advantage. Applications in writing giving details of age, qualifications and experience should be addressed to the Personnel Manager, and should quote ref. no. S.P.2.

C 8961

MALE
PHARMACIST

required as Assistant to Manager responsible for the storage, packaging and issuing of pharmaceutical and allied products. Some experience in controlling staff and an interest in mechanical equipment are important.

Write with full details to:

Senior Personnel Officer (ref. HED/EWP)

**THE BRITISH DRUG HOUSES
LIMITED**

Graham Street, N.1.

C 8939

SITUATIONS WANTED

LONDON and Home Counties. Gentleman (forties), for many years director of retail pharmacy, active and conscientious, wishes to join manufacturers in any reasonable capacity. Many proven formulae available for development. Box C 5931.

REPRESENTATIVE (senior), 51, seeks executive position, London, S. England. Experienced market research, staff training, buying, selling, retail, wholesale, merchandising. Excellent connection. Box C 5939.

REPRESENTATIVE (retired) offers services, commission or otherwise. Active. Long-standing Midlands connection chemists, stores and hairdressers, ex reputable London company. Own car. Box C 5935.

WAREHOUSE distribution manager seeks change in London and Middlesex area. Long experience in trade, knowledge of import/export, all methods of transportation and warehousing procedure. Box C 5868.

WELL-KNOWN Midland chemists' rep., live connection, 20 counties, seeks change. Highest possible refs., top sales, own car. Box C 5929.

AGENTS

AGENTS with established connection with chemists required to sell excellent new analgesic and slimming preparations. Very lucrative proposition. For full details apply Box C 5911.

ALGEMARIN — German Sea-Algae Foam Bath. Stockists please note the sole importer for U.K. is JOY BYRNE, 37 Albemarle Street, London, W.1, HYDe Park 2833. Full supplies available. C 5918

IMPORTERS of high-class toilet requisites require agents to call on wholesalers in the following areas:—Midlands and North-East; and Scotland. Applicants must have established connections in their own area. Present agencies and particulars to: Sales Director, Box C 5903.

IRISH MANUFACTURERS and distributors with premises in Dublin, having over thirty years' active connection with chemists both retail and wholesale throughout Eire, wish to offer their services to any firm interested in entering this market. Box C 5899.

MANUFACTURING CHEMISTS require agents calling on retail chemists throughout Lancashire and Yorkshire to introduce and sell lucrative lines on commission basis. Box C 5924.

WELL-KNOWN COSMETIC COMPANY requires sole distributing agent for their products. Would consider Regional representation. Box C 5908.

OVERSEAS

A **DIRECTOR** of a firm of pharmaceutical manufacturers and distributors will shortly visit agents and clients in the Sudan, Aden, East Africa and Mauritius. Manufacturers of pharmaceuticals, surgical products or cosmetics not yet represented there are invited to discuss the question of distribution of their products in these markets. Please reply to Box C 5925.

MANAGING DIRECTOR important South African pharmaceutical organisation expects to visit U.K. between 18th and 22nd March, 1964. His company is interested in acting as distributors for pharmaceutical, toilet and ethical preparations and he would like to contact manufacturers who are interested in appointing agents in South Africa. Box C 5921.

WANTED

CASH FOR CAMERAS!!! Best prices paid for German and Japanese apparatus that has become obsolete or is "sticking." Quantity unlimited. The Camera Co., 320 Vauxhall Bridge Road, S.W.1, VIC, 5438. C 627

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

FINANCE

RELEASE CAPITAL tied up in book debts by using our Sales Finance service, CML, 115 Gloucester Place, W.1. C 5683

SITUATIONS VACANT RETAIL (HOME)



**-STAR
FUTURE
WITH**



Boots invite applications from students who will be taking their Final Examinations in 1964. To the pharmacist when he has served his postgraduate training with the Company, Boots offer—* Good Salaries plus Bonuses * Business Training * Promotion Prospects * Good Holidays and Extended Lelsure * Pension and other benefits. Applications in the first place should be addressed to the Retail Staff Department, Station Street, Nottingham. Interviews can be arranged in any part of the country.

C 8826

TRADE MARKS

THE TRADE MARK No. 724808 consisting of the word **CHIRCO** and registered in respect of Surgical gloves and gauntlets, gloves and gauntlets for x-ray operators, feeding bottle teats, baby soothers, and surgical rubber goods included in Class 10, was assigned on 22nd July, 1963, by Chichester Rubber Company Limited, of Watling Street, Dunstable, Bedfordshire, to Albert Thomas Frank Berry, of "Gandria," Downview Road, Barnham, Sussex, **WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH IT WAS THEN IN USE.** C 5920

BUSINESS OPPORTUNITIES

OWNER of low-priced but highly profitable medical product which, on account of its unique presentation could very soon, in the right hands, become a nationwide best-seller **WITHOUT** the expenditure of vast sums in advertising, would like to discuss a profit-sharing take-over with established company competent to develop nationally and later, internationally. No capital sum involved in the take-over. Particulars from Box C 5936.

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists," 35/-. Full trade terms. Order by waist from Manly Co., Manor House, Worcester Park, Surrey. DERwent 3877. C 635

FOR SALE

COSMETIC fitting, 14 ft. x 8 ft., mahogany with glass sliding doors. All offers considered. Telephone: Bishopsgate 2630, C 5938

A **PRIVATELY OWNED** pharmaceutical company in the West of England wishes to buy, or take an interest in, small manufacturer of tablets or proprietary remedies. Present size not important if there is spare tableting capacity or scope for expansion. Preliminary details, please, in strict confidence, to Box C 5937.

MISCELLANEOUS

PLASTIC BABY PANTS

8/9 per dozen. Carriage paid.

Special quotations for quantities.

Details and samples from manufacturers

A. & H. HEYMAN,
27 Grange Road, Darlington.

C 5910

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QUALITY SERVICE**
*Used by dealers in all parts of the country

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37, DENMARK RD. WINTON
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**Own brands, known brands,
go-it-all-alone brands**

are so often up against the competitive economics of
RANSOM-PROCESSED PRODUCTS

Take any pharmaceutical or toiletries product-group. Analyse the major contenders in terms of quality, price and profitability. Almost always you'll find a brand that has you wondering, "How do they do it at the price?" And equally frequently, the answer lies in processing costs. Indeed, it must do, for competitive trade margins, packaging and distribution level themselves out pretty comparably among the brands.

Processing, then. If you knew by name the many top-quality products which are trade-processed by Ransoms, and you compared the list with the brand leaders in each product-group, you'd be more than likely on the telephone to Hitchin arranging an exploratory and confidential discussion. For Ransoms are uniquely experienced in making profits for their trade customers . . . and Ransoms are an entirely self-contained family business, unconnected with any other firm in the industry.

WILLIAM RANSOM & SON LTD.

Manufacturing Chemists and Growers of Medicinol Plants for over a Century

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Actual growers of Belladonna, Henbane, Peppermint, Foxglove, Lavender, etc.

Established 1846





GEARED- for your requirements in **TABLETS**

The COX organisation offers a complete manufacturing and packaging service for retailers, wholesalers and those promoting proprietary brands.

No other manufacturer offers so comprehensive a service. It is backed by 125 years' experience in studying the needs of pharmacists.

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T H E F O R E M O S T T A B L E T H O U S E